

The NATION'S BUSINESS Index - 1984

(Volume 72 : Numbers 1 - 12)

SUBJECT INDEX

A

ACCOUNTANTS

- Washington Letter: Accountants urge action in wake of Supreme Court decision denying them...confidentiality [5/84-p7]
- IRS and Your Auditor (Padwe) [5/84-p13]
- Accountants' Workpapers (Padwe) [7/84-p9]
- Accountants' Roles Are Multiplying (Wantuck) [11/84-p56]

ACID RAIN see Environment

ADVERTISING see also Marketing

- Best Business Advertising Competition [2/84-p17]
- How Ads Can Sell More Than Products (Houghton) [3/84-p61]
- Best Business Advertising: Kudos for a Tramp and a Motor Mouth (Root) [4/84-p44]
- Ads: Subtracting Some Restrictions (Gatty) [5/84-p30]
- Washington Letter: Broadcasters should not incur fairness doctrine obligations for paid advertisements in which the sponsor is...identified [10/84-p7]

AFFIRMATIVE ACTION see Discrimination

AGRI-BUSINESS

- Business Outlook: Farmers' Export Prospects (Holmes) [2/84-p11]
- Washington Letter: Basic U.S. farm law ...up for renewal next year [4/84-p11]
- International Trade: Fired Up About Pellets (Eason) [6/84-p42]
- Agriculture at the Crossroads (Eason) [8/84-p34]
- International Trade: Food Exports: A Case of Too Many Cooks (Eason) [8/84-p57]
- International Trade: World Agricultural Demand in 2000 [8/84-p58]
- Editorials: The Farmer Takes a Beating [8/84-p72]
- Washington Letter: American agriculture could lose markets...if Congress keeps restricting imports [11/84-p7]

AIRLINES AND AIRPLANES

- His Businesses Are Flying High (Glines) [1/84-p72]
- Luring the Business Traveler (Gatty) [4/84-p62]
- EgyptAir: A Modernized Pioneer [11/84-p90]

ANTITRUST ACTIONS AND LAWS

- Antitrust (U.S. Supreme Court decisions) [9/84-p40]

APPAREL

- They Have Designs on Mainlanders (Wantuck) [1/84-p70]
- Where's Growth? It's In the Bag [2/84-p66]
- It Was Not So Batty an Idea After All (Croft) [4/84-p92]
- Washington Letter: High tech clothing that protects wearer from heat and cold is on the way [5/84-p8]

An Instant Winner With Staying Power (Croft) [5/84-p70]

AUTOMATION AND ROBOTICS

- Washington Letter: Survey of robot development and artificial intelligence...is available [7/84-p8]
- The Promise of Automation (Lewis) [8/84-p54]
- Cutting the Automation Giant Down to Your Office Size (Lewis) [9/84-p62]
- Unfiring Automation System Makes Tracks [9/84-p64]

AUTOMOBILES

- Easing the Impact of Auto Damage (Eason) [2/84-p60]
- Washington Letter: Three issues discussed with Mitterrand are due for action...domestic content [5/84-p7]
- Washington Letter: Counterfeit auto parts have invaded U.S. market... \$6 billion to \$8 billion annually [5/84-p8]
- Business Outlook: What the Auto Talks May Bring [7/84-p14]
- The Heller/Roper Small Business Barometer: Discontent With Domestic Content [7/84-p48]
- Small Business Report: No to Domestic Content [8/84-p10]
- "Luxury Car" Headaches (Padwe) [10/84-p9]
- The Paper Pothole for Business Autos (Gatty) [10/84-p40]
- Washington Letter: Automotive fleets are target of new Environmental Protection Agency drive...against leaded fuel [11/84-p8]

B

BANKRUPTCY

- Congress, Singular and Plural (Kilpatrick) [1/84-p6]
- Washington Letter: Efforts to straighten out...federal bankruptcy laws now more tangled than ever [3/84-p11]
- Washington Letter: Unions...so upset by Supreme Court decision...pulled out all stops to overturn it in Congress [5/84-p7]
- Editorials: The Labor Unions Shoot for a Powerful Weapon [5/84-p80]
- Washington Letter: It was touch and go for a while, but business achieved victory in...bankruptcy legislation [8/84-p8]
- Bankruptcy (U.S. Supreme Court decision) (Mauro) [9/84-p40]

BANKS AND BANKING see also Credit;

- Financial Planning; Loans
- More Change in Banks (Wantuck) [2/84-p28]
- A Single Set of Reins? [2/84-p29]
- Small Business Report: A Push for Pooling [4/84-p16]
- Small Business Report: Eximbank Rules [7/84-p16]
- Catching Rubber Checks Before They Bounce (Gatty) [7/84-p29]

BUDGET, FEDERAL

- see United States--Budget

BUSINESS FORECASTS

- Korea: Business Viewpoints from a Growing Nation [4/84-p57]
- Business Outlook: Will Refunds Be Spent or Saved? [6/84-p14]
- The Heller/Roper Small Business Barometer: Things Are Looking Good, But Not Up [7/84-p46]
- The Heller/Roper Small Business Barometer: CEOs' Forecast: Better Than Ever [9/84-p29]
- Business Outlook: Jollity in the Holiday Forecast [11/84-p16]

BUSINESS TAXES see also Employee

- Benefits; Export Sales
- Small Business Outlook: Congress' Itchy Trigger Finger (Root) [2/84-p12]
- Small Business Outlook: "Commercial Nonprofits" (Root) [2/84-p12]
- Washington Letter: Business warns tax writers...proposals now being advanced would have adverse impact [4/84-p11]
- Editorials: It's Time to Campaign Against a TEFRA II [4/84-p96]
- Washington Letter: Three issues discussed with Mitterrand are due for action...unitary taxes [5/84-p7]
- IRS and Your Auditor (Padwe) [5/84-p13]
- Watch Your Step on Depreciation (Padwe) [6/84-p18]
- Home Office Deductions (Padwe) [6/84-p18]
- A Broader Corporate Tax Base? (Padwe) [8/84-p9]
- Business Start-Up Costs (Padwe) [8/84-p9]
- "Luxury Car" Headaches (Padwe) [10/84-p9]
- Small Business Report: A Plea to Extend the R&D Credit [10/84-p16]
- The Paper Pothole for Business Autos (Gatty) [10/84-p40]
- Business Tax Reform: Bitter With the Sweet? (Holmes) [12/84-p32]
- Taxes and Computers [12/84-p61]

C

CANADA

- International Trade: Freer Trade Across Our Open Border (Eason) [7/84-p77]

CENSUS see Demography

CENTRAL AMERICA

- The Big Red Schoolhouse (Eason) [11/84-p68]

CHILD CARE see Employee Benefits

CHINA

- Tax Treaty With China (Padwe) [7/84-p9]

COAL see Energy, Resources

COMMUNICATION

- Why Off the Cuff Is Off the Mark (Hannafor) [5/84-p28]
- Turning Confrontation Into Communication (Lustberg) [6/84-p52]

Computers and Computer Programs

Fear of Speaking [6/84-p53]
 Helping Employers Talk to Employees
 (Nelton) [8/84-p61]
 When Written Words Fall You [11/84-p44]
 Why "Talking It Out" Almost Never
 Works (Boyd) [11/84-p53]
 Stage Fright In the Executive Suite
 (Kornblum) [12/84-p56]

COMPUTERS AND COMPUTER PROGRAMS

see also Automation and Robotics;
 Electronic Data Processing
 Business Technology: The Key to
 Choosing a Personal Computer
 (McNitt) [2/84-p41]
 The New Roommates in Executive
 Suites (Lewis) [3/84-p37]
 Learning Through Computers [3/84-p38]
 Business Technology: Making Computers
 and People Compatible (McNitt)
 [3/84-p50]
 Setting Up Shop on Computer Screens
 (Gatty) [3/84-p57]
 High Tech Through "Nontech" (O'Brien)
 [3/84-p76]
 If You Worked Here, You'd Be Home Now
 (Lewis) [4/84-p50]
 Making VDIs Easier on Eyes (Ward)
 [4/84-p73]
 Moving Out of the Dorm and Into the
 Money (Marth) [5/84-p68]
 Insuring Against Computer Failures
 (Young) [6/84-p54]
 Wrapping VDIs in Red Tape (Lewis)
 [6/84-p60]
 The Explosion in Computer Retailing
 (Lewis) [7/84-p49]
 Untiring Inventory System Makes
 Tracks [9/84-p64]
 As Much Computing As the Lawyers
 Allow [9/84-p68]
 A Nation's Business Survey: What Is
 Your Firm's Software Portfolio?
 [9/84-p77]
 Software That Improves Managers
 (Lewis) [10/84-p45]
 Making His Fortune Again and Again
 (Nelton) [10/84-p47]
 Taking a Bigger Bite of the Personal
 Computer Market (Lewis) [11/84-p76]
 Technology At Work: Easier Than 1-2-3
 [12/84-p60]
 Taxes and Computers (Lewis) [12/84-p61]

CONSTITUTIONAL AMENDMENTS

Rebellion Against Deficits [3/84-p22]
 Washington Letter: Congress views as
 threat proposed constitutional
 convention to write balanced-budget
 amendment [4/84-p12]
 Some Thoughts on School Prayer
 (Kilpatrick) [5/84-p4]
 Washington Letter: That grass-roots
 campaign to force a balanced-budget
 amendment on Congress is still...
 alive [8/84-p7]
 Washington Letter: But most state
 petitions contain delayed action
 mechanism [8/84-p7]
 Editorial: Reducing the Deficit:
 There's a Better Way [9/84-p88]

CONSTRUCTION INDUSTRY

see also Housing
 Sharing Work and Rewards (Marth)
 [1/84-p58]
 Washington Letter: High tech clothing
 that protects wearer from heat and
 cold is on the way...first applications
 ...in home insulation [5/84-p8]
 Washington Letter: Construction unions
 continue to lose ground [5/84-p8]
 Small Business' Best [7/84-p53]
 Paving the Way for Tax Savings
 [12/84-p38]

CONSULTANTS

The Consultants' Consultant (Nelton)
 [3/84-p78]
 How to Engineer Tough Decisions
 (Pennington) [11/84-p60]

CORPORATIONS see also Business Taxes;

Employee; Management, Business
 Executive Dialogue: The Japanese Business
 Viewpoint [1/84-p36]
 The Sogo Shosha Story: Trade Firms That
 Bridge the World (Steben) [1/84-p42]
 Finding Room for the Intrapreneur
 (Nelton) [2/84-p50]
 The Business of Saving the Wild
 (Wantuck) [2/84-p62]
 The Unstated Message of the 1984
 Olympics (Eason) [3/84-p53]
 How Ads Can Sell More Than Products
 (Houghton) [3/84-p61]
 Learning to Work Overseas (Nelton)
 [3/84-p59]
 Getting the Right Price for Your Firm
 (Rodnick) [3/84-p70]
 How to Read an Annual Report (Brady)
 [6/84-p29]
 What Does Your Firm's Name Say to
 Customers? (Chajet) [6/84-p38*]
 Translating Goodwill Into Dollars
 (Johnson) [7/84-p32]
 The Board Room and the Pulpit (Wantuck)
 [7/84-p34]
 The Quiet Success of Hispanic Businesses
 (Morrison) [7/84-p62]
 Stay Afloat if Your Business Sinks
 [8/84-p48]
 Loans That Save Troubled Companies
 (Goldman) [8/84-p49]
 Roadblocks to a Move (Slovak) [9/84-p408*]
 Washington Letter: New figures show more
 than 1.75 million new corporations...
 formed in past three years [10/84-p7]
 Washington Letter: Another legislative
 hot spot...proposals to control large
 corporate mergers [11/84-p7]

CORPORATIONS, SPECIFIC

Mason Corporation--Sharing Work and
 Rewards [1/84-p58]
 Nippon Telegraph & Telephone Public
 Corp--Japan's NTT Seeks American
 Products [1/84-p44]
 Hughes Tool Company--The Tools to Do
 the Job [2/84-p44]
 Coca-Cola Company--The CEO Who Refreshed
 Coca-Cola [3/84-p47]
 Central Fence of Cny, Inc.--A Setback
 Didn't Fence Him In [4/84-p59]
 Ontario Corporation--The Right Man At the
 Right Time [6/84-p64]
 Locitite Corporation--Drop By Drop, His
 Firm Won Worldwide Success [7/84-p42]
 EFCO Corporation--Small Business' Best
 [7/84-p53]
 Safeway Stores, Inc.--Why Safeway Stopped
 Playing It Safe [8/84-p40]
 Huntsman Chemical Corporation--A Plan for
 All Seasons [9/84-p85]
 3M Company--Keeping All the Lines Open
 [10/84-p85]
 Apple Computer, Inc.--Taking a Bigger
 Bite of the Personal Computer Market
 [11/84-p76]

COSTA RICA

A Good Investment Area Becomes Even
 Better [4/84-p38]
 Fertile for Investment [12/84-p62]

CREDIT see also Banks and Banking;

Interest Rates; Loans; Mortgages
 Those Pesky Overdue Accounts (Witmer)
 [2/84-p38]
 Business Outlook: Credit Costs Down
 [12/84-p14]

CRIME see also Counterfeiting

Washington Letter: Harder line by
 judges...nearly doubled prison
 population over past decade
 [3/84-p11]
 Washington Letter: Burgeoning prison
 population...not...sign of major
 progress in anticrime fight
 [3/84-p12]
 How Stores Can Foil Crooks (Wantuck)
 [5/84-p24]
 Small Business Report: Anticrime
 Insurance [9/84-p14]
 Washington Letter: Computer thieves,
 beware...crime bill gives federal
 investigators new weapons
 [12/84-p12]
 Washington Letter: National security
 report discloses vulnerability to
 terrorist attack or accident
 [12/84-p12]

COUNTERFEITING

Washington Letter: Counterfeit auto
 parts have invaded U.S. market...
 \$6 billion to \$8 billion annually
 [5/84-p8]
 Assault With a Plastic Weapon
 (Wantuck) [5/84-p20]
 New Technology to Foil Product
 Counterfeiters [6/84-p77]
 Waging War On Bogus Goods (Gatty)
 [8/84-p30]
 The Mark of a Worried Manufacturer
 [8/84-p32]

D

DEBT COLLECTION see Credit

DEFENSE see U.S. Department of
 Defense; United States--Defense
 Policy

DEMOCRATIC PARTY see also

Politics; U.S. Congress; U.S.
 House of Representatives; U.S.
 Senate
 Washington Letter: Democratic...
 nominating contest may be over
 soon after it begins...Mondale is
 heavy favorite [2/84-p7]
 At Bay in the City by the Bay?
 (Kantor) [2/84-p35]
 Washington Letter: Democrats have
 their own gender gap [7/84-p8]
 Editorials: The Democrats Could
 Defeat Themselves [7/84-p80]

DEMOGRAPHY

Challenge to Business: America's
 Changing Face (Bacas) [7/84-p18]
 Washington Letter: You can help plan
 1990 Census [11/84-p8]

DEREGULATION, FEDERAL

Deregulation: Dream Deferred (Eason)
 [2/84-p24]
 More Change in Banks (Wantuck)
 [2/84-p28]
 A Single Set of Reins? (Wantuck)
 [2/84-p29]
 The Ripple Effect of Phone Deregula-
 tion (Gatty) [2/84-p30]
 Editorials: Getting Deregulation
 Back on the Track [2/84-p72]
 Washington Letter: Decontrol of all
 natural gas would help reduce
 trade deficits [7/84-p8]

* Page numbers followed by letters
 are from sections not included
 in all editions

Business Outlook: Decontrolled Gas Prices May Drop [12/84-p14]

DISCRIMINATION

Still More Equal Than Others (Kilpatrick) [4/84-p4]
How the EEOC Is Reaching Out to Employees (Mauro) [8/84-p25]
Negative on Affirmative Action (U.S. Supreme Court decision) (Mauro) [9/84-p40]
Washington Letter: Affirmative action ...is "alive and well" despite Supreme Court decision [11/84-p7]

DOMESTIC CONTENT LEGISLATION see Automobiles

E

ECONOMIC DEVELOPMENT

Outlook: Enterprise Zones: One State's Success [1/84-p14]
What It Takes Now to Lure Businesses To Your Area (Lewis) [5/84-36A*]
The Urge to Move [5/84-36D*]
A Tale of Two Companies and an Alabama City [5/84-36F*]
The Town That Spoiled [5/84-p39H*]
Burnishing an Image [5/84-p44D*]
How Transit Helps [5/84-p44F*]
Company Meets Community: Long Courtship, Happy Marriage (Ciandella and Lewis) [11/84-p52A*]
Precise Goals Found a Honeywell of a Place [11/84-p52F*]
Sometimes the Best Choice Is a Site Unseen [11/84-p52G*]
Community With a Great Profile [11/84-p52H*]
When Ivory Tower and Shop Floor Meet (Garner) [11/84-p52J*]
A Consortium in the Midwest [11/84-p52K*]
Smaller Unions, More Jobs (Troy) [11/84-p52N*]
Egypt: A New Business Climate Attracts Investors [11/84-p95]

ECONOMIC FORECASTS see also Business

Forecasts; Economic Recovery
1984-85 Economic Forecast: Surge in Consumer Spending, Business Investment and Jobs (Holmes) [1/84-p20]
Readers' View: Their Businesses Will Do Better [1/84-p26]
Editorial: Let's Hear It for the Supply-Siders [1/84-p76]
Business Outlook: Consumer Confidence: Still High (Holmes) [4/84-p14]
Business Outlook: A Return to the 1960s? (Holmes) [4/84-p14]
Business Outlook: The Expansion's Life... [7/84-p14]
Business Outlook: ...May Be Extended [7/84-p14]
Two Cloudy Crystal Balls (Kilpatrick) [8/84-p5]

ECONOMIC INDEXES AND INDICATORS

Washington Letter: Industrial statistics are now being released from the 1982 Economic Censuses [6/84-p8]
Economic Thermometer (Green) [9/84-p58]
What's Available from the BLS [9/84-p60]
Business Outlook: The Economic Discomfort Index [11/84-p16]

ECONOMIC POLICY see United States-- Economic and Monetary Policies

ECONOMIC RECOVERY see also Business
Forecasts; Economic Forecasts
Business Outlook: New Fuel for the Recovery (Holmes) [2/84-p11]

Business Outlook: Widespread Benefits (Holmes) [2/84-p11]
Small Business Outlook: Proprietors Gain (Root) [2/84-p12]
Business Outlook: The Peril in Inventory Growth (Holmes) [3/84-p14]
Business Outlook: The Recovery Continues (Holmes) [3/84-p14]
Business Outlook: The Robust Recovery [5/84-p14]
Let's Not Lower the Boom on the Economy (Holmes) [5/84-p34]
Washington Letter: Reagan economic policy is main cause of economic recovery, say 75 percent of delegates at U.S. Chamber of Commerce annual meeting [6/84-p7]
Business Outlook: A Truism Overthrown [7/84-p14]
Small Business Report: Giving Credit Where It's Due [7/84-p16]
Flush Times At the Statehouse (Holmes) [7/84-p65]
Editorials: An Economics Lesson for Wall Street [8/84-p72]
Washington Letter: Business investment continues as mainstay of recovery [10/84-p7]
Business Outlook: More Good Omens [10/84-p18]

EDUCATION

Learning Through Computers [3/84-p38]
Molding Managers for the Tests of Tomorrow (Nelton) [4/84-p30]
How Do Deans Manage? [4/84-p36]
Can Your Employees Read This? (Wantuck) [6/84-p34]
Washington Letter: Defaulted student loans will cost...federal workers up to 15 percent of their paychecks [7/84-p8]
Small Business Report: Learning and Doing [10/84-p16]
When Ivory Tower and Shop Floor Meet (Garner) [11/84-p52J*]
The Big Red Schoolhouse (Eason) [11/84-p68]
Partners: Business, Education (Wantuck) [12/84-p45R*]

EGYPT

Egypt Focuses on Exports to U.S. and World Markets [6/84-p62]
A New Look at Egyptian Exports (Shakweir) [6/84-p70]
Egyptian Imports Can Be Duty-Free [6/84-p72]
Trading Companies Are Major Exporters [6/84-p74]
Pepsi Hits the Egyptian Spot With Two Types of Partner [6/84-p74]
Egypt Works for Peace and Prosperity [11/84-p82]
Al Ahran Reaches Out to Arabic-Speaking Readers [11/84-p82]
Electrical Power: Matching Output and Consumption [11/84-p86]
Aswan: Powerful Source of Power [11/84-p87]
Egyptian Companies Welcome Competition [11/84-p88]
EgyptAir: A Modernized Pioneer [11/84-p90]
One Firm's Story: Egyptian Labor Can Be a Great Asset [11/84-p92]
Egypt's Quality Textiles Seek Wider Foreign Market [11/84-p94]
A New Business Climate Attracts Investors [11/84-p95]

ELECTRIC ENERGY see Energy, Production and Use; Energy, Resources

* Page numbers followed by letters are from sections not included with all editions

ELECTRONIC DATA PROCESSING

see also Automation and Robotics;
Computers and Computer Programs;
Electronic Mail
Taking the Mystery Out of Computers [2/84-p69]
Helping Lawyers Work Smarter [6/84-p79]
Small Business Report: More Funds, Less Computer Crime [9/84-p14]
High and Dry in a Torrent of Lists [9/84-p64]
The Right Note for Carnegie Hall Donors [9/84-p72]
Choosing the Right System (Zachmann) [9/84-p74]
Washington Letter: Computer thieves, beware...crime bill gives federal investigators new weapons [12/84-p12]
Technology At Work: Restoring a Sense of Personal Service [12/84-p60]

ELECTRONIC MAIL

Business Technology: Computers As Mailboxes (Gatty) [1/84-p62]
Business Technology: A Small Firm's Electronic Wings [1/84-p64]

ELECTRONICS INDUSTRY

Hitachi: No Place for Complacency [1/84-p40]
Toshiba Progresses As an International Firm [1/84-p46]
Matsushita's Goal--To Serve Society [1/84-p48]
The Sharp Commitment [1/84-p36]

EMPLOYEE BENEFITS see also Health Care Costs; Pensions New Insurance Rules (Padwe) [1/84-p6] A Security Fund for Employees [1/84-p51]

Curing Your Company's Health Care Headaches (Wardrop) [1/84-p50]
Employers Who Help With the Kids (Dilks) [2/84-p59]
White House Goal: Involving CEOs [2/84-p60]
Update on Employee Benefits (Padwe) [3/84-p18]
Washington Letter: Surprise declaration by Internal Revenue Service...held that "flexible spending" plans could not be used to reduce workers' taxable income [4/84-p12]
A New Look in Financial Planning (Wantuck) [4/84-p26]
The Neglected 401(k) [4/84-p28]
Benefits that Bend With Employees' Needs (Tane and Treacy) [4/84-p60]
A Brake on Benefits (Morris) [4/84-p84]
Washington Letter: Clarification of tax rules on employee benefit cafeteria plans [6/84-p7]
Limiting "Cafeteria" Choices (Padwe) [7/84-p9]
Smoother the Way to Retirement (Bacas) [8/84-p29]
Flexible Benefits (Padwe) [9/84-p9]
Washington Letter: Business groups...urging Congress to restore...provision under which...employer-provided education for employees...excluded from workers' taxable income [10/84-p8]
Washington Letter: Employee benefit costs reached average \$7,582 per employee in 1983, 5.5 percent above 1982 [12/84-p12]
Educational Benefits Exclusion (Padwe) [12/84-p16]
Designing a Design Firm With Family in Mind (Greenhaigh) [12/84-p57]

EMPLOYEE see also Employee Benefits;
Labor; Management, Business
Bull's-Eye for Employers (Harris)
[3/84-p45]
Learning to Work Overseas (Nelson)
[3/84-p59]
Can Your Employees Read This?
(Wantuck) [6/84-p34]
Washington Letter: Fast-food work is
fun, apparently [7/84-p8]
Keeping Good People (Eason) [7/84-p37]
Teaching Employees to be Healthier
(Nelson) [7/84-p71]
How the EEOC is Reaching Out to
Employers (Mauro) [8/84-p25]
Helping Employers Talk to Employees
(Nelson) [8/84-p61]
Driven From Drink (Mauro) [12/84-p40]
Holding a Liability-Free Office Party
[12/84-p42]

EMPLOYMENT see Economic Recovery

ENERGY, PRODUCTION AND USE
Outlook: What Comes After Clinch
River's Defeat? [1/84-p15]
The Fragile Future of Synthetic Fuels
(Bunnell) [3/84-p42]
The Co-ops Political Power [5/84-p42]
Washington Letter: Electricity demand
expected to increase 2.5 percent a
year until 1992 [6/84-p7]
Washington Letter: Nuclear Regulatory
Commission could issue operating
licenses to...13 nuclear power
plants this year [6/84-p7]
Washington Letter: Decontrol of all
natural gas would help reduce trade
deficits [7/84-p8]
Washington Letter: Utility industry
has long warned...recession-depressed
demand for electricity could create
false sense of security [10/84-p7]
Washington Letter: Energy Department
report...again demonstrates nuclear
plant efficiency [11/84-p8]
How to Engineer Tough Decisions
(Pennington) [11/84-p60]
Egypt: Electrical Power: Matching
Output and Consumption [11/84-p86]
Business Outlook: Decontrolled Gas
Prices May Drop [12/84-p14]

ENERGY, RESOURCES
The Wealth Hidden Beneath the Sea
[1/84-p15]
Energy Supplies: Danger Ahead (Eason)
[4/84-p70]
Washington Letter: Energy supply
picture is so good...Energy Secretary
...worries about complacency [8/84-p7]
Washington Letter: Another environmental
controversy...leasing production of oil
and natural gas at offshore sites
[9/84-p7]
Washington Letter: Hard times for soft
coal will continue [11/84-p9]
Aswan: Powerful Source of Power
[11/84-p87]

ENTREPRENEURS see also Strategies for
Success in Departments, Regular Features
and Special Sections portion of Index;
Investment, Business; Management,
Business
Finding Room for the Intrapreneur
(Nelson) [2/84-p50]
Small Business Report: More Clout for
Women [5/84-p16]
Editorials: That Never-Say-Die Small
Business Spirit [5/84-p80]
The People Who Take the Plunge (Nelson)
[6/84-p22]
Measuring the Ingredients of the
Successful Entrepreneur [6/84-p24]

Starting a Business: Where to Get Help
[6/84-p26]
Lorraine Mecca's Story: She Saw an
Opportunity and Took It (Nelson)
[6/84-p28]
The Right Man for the Right Time
(Nelson) [6/84-p84]
State Small Business Persons of 1984:
An Honor Roll of Entrepreneurs
[7/84-p56]
A Business of Her Own (Nelson)
[11/84-p70]

ENTERPRISE ZONES see Economic
Development

ENVIRONMENT
Washington Letter: Environmental laws
expiring this year will create logjam
in congressional committees [1/84-p10]
Washington Letter: Special problems that
small businesses encounter...with
environmental laws will be subject of
...conference [1/84-p10]
The Business of Saving the Wild
(Wantuck) [2/84-p62]
Editorials: Cleaning Up Our Act on the
Environment [6/84-p88]
Washington Letter: Business...fighting
threat to workers' compensation system
in...environmental legislation
[7/84-p7]
Washington Letter: Fast action being
sought on Superfund bill...disturbing
to business [7/84-p7]
Washington Letter: Strange priorities:
Though several environmental laws have
lapsed, Congress is rushing to extend
one that expires in October [9/84-p7]
Washington Letter: Another environmental
controversy...leasing for production
of oil and natural gas at offshore
sites [9/84-p7]
Environment (U.S. Supreme Court
decision) (Mauro) [9/84-p40]
Washington Letter: Automotive fleets are
target of new Environmental Protection
Agency drive against...leaded fuel
[11/84-p8]
Small Business Report: Cost-Effective
Recycling [11/84-p13]
Little Is Plain About Acid Rain
(Wantuck) [11/84-p29]

EQUAL ACCESS TO JUSTICE ACT (1981)
A Forgotten Law to Aid Small Firms
(Mauro) [2/84-p48]
Can the Act Help You? [2/84-p49]

ESTATE PLANNING
A "Freeze" That Can Put the IRS Out in
the Cold (Hempstead) [11/84-p48]

EXECUTIVES see Management, Business;
Wages and Salaries

EXECUTIVES, SPECIFIC
Mason, Frank L.--Sharing Work and
Rewards [1/84-p58]
Lesch, James R.--The Tools to Do the
Job [2/84-p44]
Golzueta, Roberto--The CEO Who Refreshed
Coca-Cola [3/84-p47]
Weatherup, David B.--A Setback Didn't
Fence Him In [4/84-p59]
McGowan, Clay--From Adversity, He Learned
the Value of Diversity [5/84-p37]
Lorraine Mecca's Story: She Saw an
Opportunity and Took It [6/84-p28]
Lay, Herman W.--A Case of Dedication to
Business' Battles [6/84-p51]
Smith, Van P.--The Right Man at the
Right Time [6/84-p84]
Kriebel, Robert--Drop By Drop, His Firm
Won Worldwide Success [7/84-p42]
Fuldner, William Jerry--Small Business'
Best [7/84-p53]

Magowan, Peter A.--Why Safeway
Stopped Playing It Safe [8/84-p40]
Huntsman, Jon M.--A Plan for All
Seasons [9/84-p85]
Lehr, Lewis W.--Keeping All the
Lines Open [10/84-p85]
Sculley, John--Taking a Bigger Bite
of the Personal Computer Market
[11/84-p76]
Rentschler, Jack--When the Wrong
Time Was the Right Time
[12/84-p69]

EXPORT SALES see also
International Trade
Outlook: Making It Easier for Small
Exporters [1/84-p14]
Small Business Outlook: Seminars on
Exporting (Reot)--[3/84-p16]
Washington Letter: Hope that export
markets will soak up surpluses is
waning [4/84-p11]
Washington Letter: Three issues
discussed with Mitterrand are due
for action...export controls
[5/84-p7]
International Trade: Bringing a
Message About Export Muscle
(Eason) [6/84-p43]
Small Business Report: Eximbank
Rules [7/84-p16]
Washington Letter: Exporters face
major changes in tax rules as
result of...Deficit Reduction Act
of 1984 [8/84-p7]
International Trade: Food Exports:
A Case of Too Many Cooks (Eason)
[8/84-p57]
A Booby Trap for Exporters (Padwe)
[10/84-p9]
International Trade: Small Firms
Could Miss the Boat on Export
Profits (Eason) [11/84-p62]

F

FARMERS, FARMING see Agribusiness

FEDERAL BUDGET
see United States--Budget

FINANCIAL PLANNING
A New Look In Financial Planning
(Wantuck) [4/84-p26]
The Neglected 401(k) [4/84-p28]
Money-Making for the Masses
[6/84-p78]
Should You See a Financial Planner?
[8/84-p46]
Stay Afloat If Your Business Sinks
[8/84-p48]

FINANCIAL SERVICES INDUSTRY
see Banks and Banking; Credit

FOOD INDUSTRY AND TRADE
World Famous Soy Sauce Brings People
Together [1/84-p38]
The CEO Who Refreshed Coca-Cola
(Eason) [3/84-p47]
A Baker's Dozen? A Baker's Millions!
(Wantuck) [3/84-p77]
The Champagne of Soft Drinks
(Wendell) [4/84-p93]
Pepsi Hits the Egyptian Spot With
Two Types of Partner [6/84-p76]
Washington Letter: Fast-food work is
fun, apparently [7/84-p8]
Eating Out Is Definitely "In"
[7/84-p19]
Why Safeway Stopped Playing It Safe
(Marth) [8/84-p40]
What Could Be Finer? A Snack In
Carolina (Croft) [10/84-p48]

They're "Decadent"---But Delicious
(Nelton) [11/84-p60]
The Best Food You Can Find in Jail
(Marth) [12/84-p57]

FOREIGN TRADE
see International Trade

FRANCE
Washington Letter: In recent official
visit...Mitterrand told U.S. Chamber
of Commerce leaders...no more
nationalization [5/84-p7]
Washington Letter: Three issues
discussed with Mitterrand are due
for action...domestic content
legislation...unitary taxes...
export controls [5/84-p7]

FRANCHISES AND FRANCHISING
Business on the Move (Dilks)
[3/84-p66]
The Great Franchise Boom (Whittemore)
[9/84-p20]
Investigate Before Investing [9/84-p23]
Franchise Guide [9/84-p25]
Editorials: Giving Minorities a
Helping "Hand" [9/84-p88]

G

GIFTS see Novelties, Gifts, Toys

GOLD see Investments, Individual

GOVERNMENT CONTRACTS
Small Business Outlook: Cutting
Procurement Paper Work (Root)
[3/84-p16]
Small Business Outlook: The Navy's
Slow Hand (Root) [3/84-p16]
Washington Letter: House of Represen-
tatives continues...its opposition to
relying on private sector for
goods and services [4/84-p12]
Washington Letter: Several dozen
senators and representatives have
cosponsored...bill to make defense
procurement more cost-effective
[5/84-p8]
Defense Contractor Par Excellence
(Leon) [7/84-p70]
Washington Letter: Total of 37 states
now have laws requiring that...
private-sector vendors be paid
promptly [8/84-p7]
Small Business Report: Guide for
Subcontractors [10/84-p16]
Washington Letter: Small business could
suffer from a proposal...would soften
government's contracting out policies
[11/84-p8]
Washington Letter: Small business gets
break...from...bills giving small
firms more opportunities in...spare
parts procurement [11/84-p8]
Editorials: When in Doubt, Contract
Out [11/84-p10a]
Small Business Report: Federal Markets
Open Wide [12/84-p13]

GOVERNMENT EMPLOYEES
see Management, Government

GRACE COMMISSION see Private Sector
Survey on Cost Control

H

HAZARDOUS SUBSTANCES AND WASTES
see Environment

HEALTH CARE see also Health Care
Costs; Physical Fitness
Outlook: Rehabilitation: An Idea Is
Spreading [1/84-p15]
Coping With Stress on the Job (Rosch)
[2/84-p65]
Washington Letter: They are called
preferred provider organizations and
they are drawing...attention in the
health care field [3/84-p11]
Keeping Vacations Healthy [4/84-p67]
Making VOTs Easier On Eyes (Ward)
[4/84-p73]
Business Technology: Small Firms Are
Big in Biotech (Spellman) [5/84-p76]
The Return On Investing in Health
(Bernstein) [6/84-p20]
How a Space Venture Could Ease Suffering
On Earth (Eason) [6/84-p48]
Teaching Employees to be Healthier
(Nelton) [7/84-p71]
Laughter's Healing Power (James)
[7/84-p76]
Engineering That Serves Medicine
(Wantuck) [9/84-p49]
Fighting Allergies at Work (Croft)
[9/84-p56]
Listen to What Your Ears Tell You
(Berger) [11/84-p36]
Stage Fright in the Executive Suite
(Kornblum) [12/84-p56]
Orbis: A Vision of Restoring Eyesight
(Bacas) [12/84-p68]

HEALTH CARE COSTS see also Employee
Benefits; Health Care
Outlook: Cutting the Cost of Hospital
Care [1/84-p15]
Curing Your Company's Health Care
Headaches (Wardrop) [1/84-p50]
Editorial: Private Initiative and
Health Costs [1/84-p76]
Competition Comes to Medical Care
(Holmes) [4/84-p18]
Editorial: Healthy Signs in Medical
Care [4/84-p96]

HIGHWAYS see Construction Industry

HISPANIC-AMERICANS see Minorities

HOUSING
The Coming Crunch in Housing Finance
(Wantuck) [1/84-p52]
Washington Letter: Realtors are alarmed
by "rash of misleading stories"...
that adjustable rate mortgages are
"consumer time bombs" [6/84-p8]
Business Outlook: Housing: Still
Healthy [6/84-p14]
Business Outlook: Concern About ARMs
[6/84-p14]
Washington Letter: New business-
government program to rehabilitate
housing in declining neighborhoods
[10/84-p8]
Those Seesawing Housing Stocks (Grady)
[12/84-p25]

I

IMMIGRATION
Congress, Singular and Plural
(Kilpatrick) [1/84-p6]
Washington Letter: Passage of immigration
bill...still not guaranteed despite
Senate, House approval of such
legislation [8/84-p8]

INCOME TAX see also Tax Shelters
Washington Letter: Tax season
approaches with more Americans
expected to take advantage of Indi-
vidual Retirement Accounts or Keogh
Plans [2/84-p8]
Due Date vs. Filing Date (Padwe)
[2/84-p13]
Business Outlook: Bigger Refund
Checks (Holmes) [3/84-p14]
The Better Way to Give (Padwe)
[3/84-p18]
Update on Employee Benefits (Padwe)
[3/84-p18]
Washington Letter: More immediate
concern for many taxpayers is
April 16 deadline for filing 1983
returns [4/84-p11]
Washington Letter: Surprise declara-
tion by Internal Revenue Service...
held that "flexible spending" plans
could not be used to reduce
workers' taxable income [4/84-p12]
The Neglected 401(k) [4/84-p28]
Tax-Deductible Travel (Holub)
[4/84-p66]
The Filing Deadline Approaches
(Padwe) [4/84-p69]
Those Interest-Free Loans (Padwe)
[5/84-p13]
Washington Letter: Clarification of
tax rules on employee benefit
cafeteria plans [6/84-p7]
Will Refunds Be Spent or Saved?
[6/84-p14]
Limiting "Cafeteria" Choices (Padwe)
[7/84-p9]
Tax Treaty With China (Padwe)
[7/84-p9]
"Reasonable Cause" (Padwe) [8/84-p9]
Reliance on Advisers (Padwe)
[8/84-p9]
Beating the Calendar on Gains
(Padwe) [9/84-p9]
Gift-Leasebacks (Padwe) [9/84-p9]
Washington Letter: Business groups...
urging Congress to restore...provi-
sion under which...employer-provided
education for employees...excluded
from workers' taxable income
[10/84-p8]
Sooner May Be Better Than Later
(Padwe) [11/84-p9]
A Trust With a Different Thrust
(Padwe) [12/84-p16]
Casualty Planning (Padwe) [12/84-p16]
Educational Benefits Exclusion
(Padwe) [12/84-p16]

INCOME, PERSONAL
Small Business Outlook: Proprietors
Gain (Root) [2/84-p12]
Business Outlook: Higher Incomes
[11/84-p16]

INDIVIDUAL RETIREMENT ACCOUNTS
Washington Letter: Tax season
approaches with more Americans ex-
pected to take advantage of Indi-
vidual Retirement Accounts or Keogh
Plans [2/84-p8]
Super IRAs (Padwe) [7/84-p9]

INDIVIDUAL TRAINING ACCOUNTS
Washington Letter: Individual
Training Accounts...being pro-
posed in Congress...would
provide funds to retrain
unemployed workers [6/84-p8]

INFLATION

see also Economic Forecasts
 Washington Letter: Inflationary pressures are subdued, with some indicators of present, future price levels [1/84-p9]
 Washington Letter: Huge budget deficits will trigger...inflation... says New York Gov. Mario Cuomo [1/84-p10]
 Washington Letter: Misery index--measure of...unemployment rate and...inflation...lowest rate since 1972 [2/84-p8]
 Business Outlook: Inflation: A Bogeyman Fades [9/84-p16]
 Business Outlook: Lower Inflation Forecast [12/84-p14]

INSURANCE

New Insurance Rules (Padwe) [1/84-p8]
 Washington Letter: Internal Revenue Service has updated tables used in figuring tax employee owes on company-paid life insurance [1/84-p10]
 Making Memory Picture Perfect (Nelton) [1/84-p71]
 Easing the Impact of Auto Damage (Eason) [2/84-p61]
 Insuring Against Computer Failure: It's One of Many Changes (Health, Property-Casualty, Product Liability, Environmental) (Young) [6/84-p54]
 The Lessons of Lloyd's (Stewart) [6/84-p59]
 Small Business Report: Gains in Insurance [8/84-p10]
 Small Business Report: Anticrime Insurance [9/84-p14]
 Casualty Planning (Padwe) [12/84-p16]

INTEREST RATES

Business Outlook: The Peril in Inventory Growth (Holmes) [3/84-p14]
 Business Outlook: Falling Interest Rates? (Holmes) [4/84-p14]
 Business Outlook: Causes and Effects [5/84-p14]
 Editorials: Why Tax Hikes Won't Lower Interest Rates [7/84-p80]
 Business Outlook: Why Interest Rates Aren't Scary [10/84-p18]

INTERNAL REVENUE SERVICE (IRS)

Washington Letter: Internal Revenue scanner is examining all...returns coming into IRS regional center at Brookhaven, L.I. [6/84-p8]

INTERNATIONAL TRADE see also Agribusiness; Export Sales; Protectionism

Japan Speaks: A Trade Door Opens Wider to the World [1/84-p30]
 The Sogo Shosha Story: Trade Firms That Bridge the World (Steben) [1/84-p42]
 The Japanese Business Viewpoint: Free Trade Is the Solution [1/84-p46]
 Washington Letter: U.S.-Japan trade relations will be explored...in an intercontinental dialogue via satellite [2/84-p8]
 Washington Letter: That strong dollar will have impact...U.S. trade deficit...expected to be even higher than last year's record [4/84-p12]
 An Electronic Bridge Over Troubled Waters (Eason) [4/84-p78]
 Editorials: America and Japan Must Keep Talking [4/84-p96]
 How Japanese Leaders Are Encouraging Imports [5/84-p56]

International Trade: A Desert Kingdom: Fertile Territory [6/84-p43]
 Egypt Focuses on Exports to U.S. and World Markets [6/84-p52]
 A New Look at Egyptian Exports (Shakweir) [6/84-p70]
 Egyptian Imports Can Be Duty-Free [6/84-p72]
 Trading Companies Are Major Exporters [6/84-p74]
 Pepsi Hits the Egyptian Spot With Two Types of Partner [6/84-p76]
 International Trade: Japan Rolls Out a Trade Carpet (Eason) [9/84-p53]
 International Trade: Worsening Trade Deficit (Eason) [9/84-p54]
 Selling to the Japanese (Oh) [10/84-p36]
 Keeping the Trade Deficit in the Right Perspective (Eason) [10/84-p53]
 International Trade: America's "Invisible" Trade Surplus (Eason) [11/84-p64]
 Trade Empire's Tough Calls (Eason) [11/84-p66]
 Egypt's Quality Textiles Seek Wider Foreign Market [11/84-p94]
 Trading Views: Korea and the United States (Eason) [12/84-p50]
 When a Watch Is Not a Watch (Kantor) [12/84-p58]
 Editorials: A Balanced View of the Trade Deficit [12/84-p72]

INVENTORIES

Business Outlook: The Peril in Inventory Growth (Holmes) [3/84-p14]

INVESTMENT, BUSINESS

Washington Letter: Biggest surprise of recovery...high level of growth in interest-sensitive business fixed investment, despite high interest rates [1/84-p9]
 The Japanese Business Viewpoint: Nomura's Global Information System [1/84-p40]
 High Tech R&D: Risks and Rewards for Investors (Apke) [2/84-p53]
 From Adversity, He Learned the Value of Diversity (Marth) [5/84-p37]
 Small Business Report: Where the Money Is [6/84-p16]
 The Venture Specialists (Wantuck) [6/84-p40]
 The Challenge of Business in Space (Eason) [6/84-p46]
 Small Business Report: Finding the Money [9/84-p14]
 The Great Franchise Boom (Whittenore) [9/84-p20]
 Investigate Before Investing [9/84-p23]
 The Many Roads to Venture Capital (McWethy) [9/84-p28]
 Washington Letter: Business investment continues as mainstay of recovery [10/84-p7]
 Hunting for the Bucks (Wantuck) [10/84-p42]
 When Prisons and Profits Go Together (Bacas) [10/84-p62R*]
 Incubators for Baby Businesses (Nelton) [11/84-p40]
 Small Business Report: Getting to Market [12/84-p13]

INVESTMENT, FOREIGN

Costa Rica: A Good Investment Area Becomes Even Better [4/84-p38]

* Page numbers followed by letters are from sections not included with all editions

Korea: An Asian Land of Opportunity for American Enterprise [4/84-p54]
 Egyptian Companies Welcome Competition [11/84-p88]
 Sudan: A Land of Vast Potential [12/84-p26]
 Costa Rica: Fertile for Investment [12/84-p62]
 Egypt Works for Peace and Prosperity [12/84-p82]

INVESTMENT, INDIVIDUAL see also Individual Retirement Accounts; Stocks and Bonds
 How to Read an Annual Report (Brady) [6/84-p29]
 Gold Is Glittering Again (Brady) [7/84-p68]
 Message for Today's Investors: Diversify (O'Brien) [8/84-p45]

J

JAPAN

Japan Speaks: A Trade Door Opens Wider to the World [1/84-p30]
 The Sharp Commitment [1/84-p36]
 Marketing Will Improve Conditions [1/84-p36]
 World Famous Soy Sauce Brings People Together [1/84-p38]
 Nomura's Global Information System [1/84-p40]
 Hitachi: No Place for Complacency [1/84-p40]
 The Sogo Shosha Story: Trade Firms That Bridge the World (Steben) [1/84-p42]
 Japan's NTT Seeks American Products [1/84-p44]
 Free Trade Is the Solution [1/84-p46]
 Toshiba Progresses As an International Firm [1/84-p46]
 Matsushita's Goal--To Serve Society [1/84-p48]
 Washington Letter: U.S.-Japan trade relations will be explored...in an intercontinental dialogue via satellite [2/84-p8]
 An Electronic Bridge Over Troubled Waters (Eason) [4/84-p78]
 Editorials: America and Japan Must Keep Talking [4/84-p96]
 The Pull of Protectionism (Eason) [5/84-p53]
 How Japanese Leaders Are Encouraging Imports [5/84-p56]
 Stirring Up a Yen for the Yen (Holmes) [8/84-p28]
 International Trade: Japan Rolls Out a Trade Carpet (Eason) [9/84-p53]
 Selling to the Japanese (Oh) [10/84-p36]

K

KOREA

An Asian Land of Opportunity for American Enterprise [4/84-p53]
 Business Viewpoints from a Growing Nation [4/84-p57]
 Trading Views: Korea and the United States (Eason) [12/84-p50]

L

LABOR see also Employee Benefits;
Employees; Labor Legislation; Labor
Unions; Management, Business;
National Labor Relations Board;
Wages and Salaries
If You Worked Here, You'd Be Home Now
(Lewis) [4/84-p50]
Celebrating the Job Producers (Root)
[5/84-p45]
Washington Letter: High technology
occupations will grow 46 percent in
next decade but still will account
for only 6 percent of new jobs
[6/84-p7]
Washington Letter: Individual
Training Accounts...being proposed
in Congress...would retrain
unemployed workers [6/84-p8]
Negative on Affirmative Action
(Mauro) [9/84-p40]
Business Outlook: Employment Here
and There [10/84-p18]
Leasing People (Bacas) [10/84-p57]
One Firm's Story: Egyptian Labor Can
Be a Great Asset [11/84-p90]
Small Business Report: Hiring
Contractors [12/84-p13]

LABOR LEGISLATION

Companies and the Law: The Dictates
of Work and Worship (Mauro)
[9/84-p38]
Roadblocks to a Move (Slovak)
[9/84-p40B*]

LABOR UNIONS

Washington Letter: AFL-CIO knew...
early backing of Democratic...
candidate carried risk [4/84-p12]
Washington Letter: Unions are so
upset by...Supreme Court decision...
pulled out all stops to overturn it
in Congress [5/84-p7]
Washington Letter: Construction
unions continue to lose ground
[5/84-p8]
Organized Labor's Pains (Bacas)
[5/84-p52]
Editorials: The Labor Unions Shoot
for a Powerful Weapon [5/84-p80]
Washington Letter: National Labor
Relations Board expands employer's
right to question employees about
union activities [6/84-p8]
Business Outlook: What the Auto Talks
May Bring [7/84-p14]
Editorials: Labor's Blueprint for
"Economic Tragedy" [8/84-p72]
Washington Letter: Organized labor...
gets bad news in report that union
membership...is down [9/84-p8]
Washington Letter: "Corporate
campaign" is...term labor unions use
for strategy to bring pressure on
companies. Two consulting firms...
squabbling over right to use term
[10/84-p8]
Smaller Unions, More Jobs (Troy)
[11/84-p52N*]
How to Make Labor Your Ally in
Changing Work Rules (Imberman)
[12/84-p53]

LOANS see also Credit

Those Interest-Free Loans (Padwe)
[5/84-p13]
Washington Letter: Defaulted student
loans will cost...federal workers
up to 15 percent of their paychecks
[7/84-p8]
Loans That Save Troubled Companies
(Goldman) [8/84-p49]

Small Business Report: More Funds,
Less Computer Crime [9/84-p14]
Small Business Report: Finding the
Money [9/84-p14]

LOBBYING

Washington Letter: Expansion of
political action committees slows
substantially [3/84-p11]
Washington Letter: Broad-based
business coalition...will...
campaign to win congressional
approval for budget reductions
[9/84-p7]
Business' Missionaries to Government
(Bacas) [11/84-p34]
Washington Letter: Big vote for
Reagan...will be a positive thing
for business...says Don V. Cogan
of National Association of Business
PACs [12/84-p12]
Washington Letter: Because Democrats
retain control of House, any
conservative coalition...is going
to have to be on an issue...says
David M. Staton [12/84-p12]

M

MANAGEMENT, BUSINESS see also

Corporations; Employees
Learning to Work Overseas (Nelson)
[3/84-p59]
When Not to Take a Worker to Task
[4/84-p60]
Small Business Report: Small Firms'
Big Problems [5/84-p16]
Washington Letter: President Reagan
proclaims... "Management Week in
America" [6/84-p7]
Coping With Crises (Fink) [8/84-p52R*]
Helping Cast-Off Managers (David)
[8/84-p51]
Learning to Share the Load (Huffmire)
[9/84-p30]
Small Business Report: Fresh Funds
for SBOCs [10/84-p16]
Software That Improves Managers
(Lewis) [10/84-p45]
What to Do When a Headhunter Calls
(Beecher) [10/84-p50]
Why "Talking It Out" Almost Never
Works Out (Boyd) [11/84-p53]
A Checklist of Qualities That Make a
Good Boss [11/84-p100]
Surviving Success in a New Business
(Nelson) [12/84-p20]
When the Chipmunk Was Down [12/84-p22]
Management Help for Entrepreneurs
[12/84-p24]
How to Make Labor Your Ally in Changing
Work Rules (Imberman) [12/84-p53]

MANAGEMENT, GOVERNMENT

Washington Letter: Business concern
about bureaucracy gets added signifi-
cance from report...that size of
government is again increasing
[9/84-p7]
Making Government More Businesslike
(Bacas) [9/84-p46R*]
Washington Letter: A president needs
talent from outside his campaign
structure...says John Macy [11/84-p7]

MANUFACTURING

They Discipline the Urge to Grow
(Nelson) [1/84-p72]
The Tools to Do the Job (Heinan)
[2/84-p44]
Drop By Drop, His Firm Won Worldwide
Success (Wartuck) [6/84-p42]

A Man With a Plan for Plant Layouts
(Nelson) [9/84-p52]
A Plan for All Seasons (Marth)
[9/84-p85]
Keeping All the Lines Open (Marth)
[10/84-p85]

MARKETING see also Advertising

The Japanese Business Viewpoint:
Marketing Will Improve Conditions
[1/84-p36]
It's Not What You Sell, It's What
They Buy (Lefkoe) [2/84-p36]
Showing Donors a Little Respect
[2/84-p70]
Setting Up Shop on Computer Screens
(Gatty) [3/84-p57]
Business Technology: Small Firms Are
Big in Biotech (Spellman)
[5/84-p76]
Turning Daydreams Into Dollars
[6/84-p78]
The Explosion in Computer Retailing
(Lewis) [7/84-p49]
Adapting to a New Era in Marketing
Strategy (Nelson) [8/84-p18]
Seven Steps to Better Marketing
[8/84-p20]
Piercing the Smoke Screen (Langer)
[8/84-p24]
Selling Souvenirs By the Foot (Marth)
[8/84-p61]
How to Call a Million Sales (Bacas)
[8/84-p62]
Restoring a Sense of Personal Service
[12/84-p60]

MEDICAL CARE AND COSTS

see Health Care; Health Care Costs

MERGERS see Corporations

MINORITIES

Outlook: A Pilot Program for Minority
Firms [1/84-p14]
The Quiet Success of Hispanic
Businesses (Morrison) [7/84-p62]
A Mighty Market [7/84-p63]
Small Business Report: Minority
Firms' Week [9/84-p14]
Editorials: Giving Minorities a
Helping "hand" [9/84-p88]

MONETARY POLICY see United States-
Economic and Monetary Policies

MORTGAGES see Housing

MUNICIPAL BONDS

see Stocks and Bonds

N

NATIONAL LABOR RELATIONS BOARD

Washington Letter: National Labor
Relations Board...vigorously
defended by former Chairman
Edward B. Miller [7/84-p7]
Washington Letter: National Labor
Relations Board making headway on
case backlog [12/84-p12]

NATURAL GAS see Energy, Production
and Use; Energy, Resources

NEWS MEDIA see also Television

In Defense of the Media (Kilpatrick)
[2/84-p4]

How the Press Can Help Tell Your
Firm's Story (Eason) [5/84-p26]

* Page numbers followed by letters
are from sections not included
in all editions

Newspapers

A) Ahram Reaches Out to Arabic-Speaking Readers [11/84-p64]
Extra! Extra! Read About It All Over (Lewis) [12/84-p30R*]

NEWSPAPERS see News Media

NONPROFIT ORGANIZATIONS

"Commercial Nonprofits" (Root) [2/84-p12]
 From Adversity, He Learned the Value of Diversity (Marth) [5/84-p37]

NOVELTIES, GIFTS, TOYS

Selling Souvenirs By the Foot (Marth) [8/84-p61]
 How to Call a Million Sales (Bacas) [8/84-p62]
 Something Extra for Gifts and Cards (Raimondo) [10/84-p49]

NUCLEAR POWER see Energy, Production and Use

O

OCCUPATIONAL SAFETY AND HEALTH ADMINISTRATION (OSHA)

Editorials: Here's an Example of Effective Reform [2/84-p72]
 Washington Letter: Look for...legal actions as result of...federal rule on labeling of chemicals and their use in the workplace [3/84-p12]
 Washington Letter: Retiring head of Occupational Safety and Health Administration...fires final salvo [5/84-p7]

OIL see Energy, Resources

P

PARTNERSHIPS

Making a Partnership Work (Bennet) [5/84-p66]
 Small Business Report: R&D Partnerships [6/84-p16]

PENSIONS

U.S. Pension Time Bomb (Root) [1/84-p53]
 Making Pension Plans Simple (Padwe) [3/84-p18]
 Washington Letter: Employee benefit experts think Congress may pass another major pension...bill [6/84-p8]
 Washington Letter: Employers would have to continue pension contributions for workers...past age 64, under proposal...by Equal Employment Opportunity Commission [9/84-p8]
 Washington Letter: Intensifying regulation of employer-sponsored pension plans could defeat purpose of...Employee Retirement Income Security Act [10/84-p8]
 Washington Letter: One public pension plan that could come in for more attention is that for employees of...U.S. Postal Service [10/84-p8]

PETROLEUM INDUSTRY AND TRADE

See Energy, Resources

PHYSICAL FITNESS

See also Health Care
 Let It Snow! (Mirkin and Shangold) [1/84-p74]
 Lifelong Weight Control (Barrier) [3/84-p64]

Cool Down the Right Way (Mirkin and Shangold) [5/84-p65]
 Eating to Prepare for Stress (Barrier) [8/84-p56]
 Danger Ahead for Waistlines (Barrier) [10/84-p65]

POLITICAL ACTION COMMITTEES

see Lobbying

POLITICS see also Democratic Party;

Politics and Religion; Presidential Election of 1984; Voter Registration
 The Solid New South (Kantor) [2/84-p34]
 A Political Science Lecture (Kilpatrick) [3/84-p4]
 Washington Letter: In possible preview of 1988...developments...Baker (R-Tenn.) and...Kennedy (D-Mass.) will...debate before annual meeting of U.S. Chamber of Commerce [4/84-p11]
 The Co-ops Political Power [5/84-p42]
 Washington Letter: Strange bedfellows: National Education Association...pops up among allies of...Republican Mainstream Committee [8/84-p7]
 Washington Letter: Record flood of political mail going out this year [10/84-p7]
 Washington Letter: Political analyst Richard Scammon says desire to target...categories of voters is behind mail increase [10/84-p7]

POLITICS AND RELIGION

Some Thoughts on School Prayer (Kilpatrick) [4/84-p4]
 The Board Room and the Pulpit (Wantuck) [7/84-p34]
 Companies and the Law: The Dictates of Work and Worship (Muro) [9/84-p36]
 A Porous Wall of Separation (Kilpatrick) [10/84-p5]

POLLUTION see Environment

POPULATION see Demography

PRESIDENTIAL ELECTION OF 1984

see also Democratic Party; Politics; Voter Registration
 Washington Letter: Mondale's own campaign statements show...higher taxes...more government spending, cuts in defense...inflation [2/84-p7]
 Washington Letter: AFL-CIO knew...early backing of Democratic...candidate carried risk [4/84-p12]
 Washington Letter: Latest drop in jobless rate is bigger-than-usual plus for President Reagan [8/84-p8]
 Mondale vs. Reagan: What's at Stake for Business (Holmes) [10/84-p20]
 Wall Street Votes a Day Late (Brady) [11/84-p73]
 Editorials: After the Cheering Stops, the Hard Work Begins [11/84-p104]

PRIVACY, RIGHT OF

Privacy (U.S. Supreme Court decisions) (Muro) [9/84-p40]

PRIVATE SECTOR SURVEY ON COST CONTROL (GRACE COMMISSION)

Washington Letter: Grace Commission report...identifies savings...of \$424 billion...through...2,478 proposals [2/84-p8]
 The Saving Grace (Holmes) [3/84-p33]
 Who Paid For It? [3/84-p36]
 Making Government More Businesslike (Bacas) [9/84-p46R*]

PRODUCT LIABILITY

Insuring Against Computer Failure: It's One of Many Changes (Health, Property-Casualty, Product Liability, Environmental) (Young) [6/84-p54]

"Passion, Prejudice" and Product Liability (Holmes) [7/84-p57]

PRODUCTIVITY

Washington Letter: Nation needs more precise definition of productivity [4/84-p12]
 Washington Letter: U.S. industrial productivity gains led most nations' in 1983 [7/84-p8]
 Business outlook: Rising Productivity [11/84-p16]

PROTECTIONISM see also

Export Sales; International Trade
 The Pull of Protectionism (Eason) [5/84-p53]
 International Trade: Fired Up About Pellets (Eason) [6/84-p42]
 Steeled for a Fight (Eason) [7/84-p31]
 International Trade: Freer Trade Across Our Open Border? [7/84-p77]
 International Trade: "Open Season on Consumers" [7/84-p78]
 Business Outlook: Relief for Steel, Copper? [9/84-p16]
 Washington Letter: Trade bills rushed through...acquired dozens of small amendments restricting imports [11/84-p7]
 Washington Letter: American agriculture could lose markets...if Congress keeps restricting imports [11/84-p7]
 International Trade: Trade Law's Squeeze on Protectionism (Eason) [12/84-p43]

PUBLIC RELATIONS

How the Press Can Help Tell Your Firm's Story (Eason) [5/84-p26]
 What Does Your Firm's Name Say to Customers? (Chajet) [6/84-p38R*]

R

RADIO see News Media

REAGAN, RONALD WILSON

President's Plan Is "Doable," Regan Says (Holmes) [2/84-p64]
 Washington Letter: Reagan's assaults on deficits [3/84-p11]
 The White House and the Court (Kilpatrick) [6/84-p5]
 Editorials: Taking the Case to the People [12/84-p72]

REAL ESTATE see also Housing

Outlook: A Bill to Smooth Out Condo Conversions [1/84-p14]
 The Birthplace of the Blues Is Reborn (Nelson) [3/84-p76]
 Unhandicapped By a Handicap (Fraser) [7/84-p69]

REGULATION, FEDERAL

see also Deregulation, Federal
 Editorials: Here's An Example of Effective Reform [2/84-p72]
 Ads: Subtracting Some Restrictions (Gatty) [5/84-p30]
 The Good News on Regulations (Kilpatrick) [7/84-p5]
 Lambs Who Lost Their Way (Kilpatrick) [9/84-p5]

* Page numbers followed by letters are from sections not included in all editions

REHABILITATION

see Health Care; Real Estate

RESEARCH AND DEVELOPMENT

High Tech R&D: Risks and Rewards for Investors (Apke) [2/84-p53]
 Washington Letter: Federal outlays for research and development... principally in defense, are zooming [5/84-p8]
 Small Business Report: R&D Partnerships [6/84-p16]
 Small Business Report: The ABCs of R&D [9/84-p14]
 Small Business Report: A Plea to Extend the R&D Credit [10/84-p16]
 Paving the Way for Tax Savings (Eason) [12/84-p38]

RETIREMENT

see Employee Benefits; Pensions

ROBOTICS

see Automation and Robotics

RURAL ELECTRIFICATION

ADMINISTRATION (REA)
 The Co-ops Political Power [5/84-p42]

S

SALES, SALESMEN, SALESMANSHIP

see Advertising; Marketing

SAUDI ARABIA

International Trade: A Desert Kingdom: Fertile Territory (Eason) [6/84-p43]

SECURITY SYSTEMS

How Secure Is Your Firm? (Kroger) [1/84-p65]
 Cutting Robberies in Half [1/84-p66]
 A Setback Didn't Fence Him In (Nelson) [4/84-p59]
 Washington Letter: National security report discloses vulnerability... to terrorist attack or accident [12/84-p12]

SERVICES

Business On the Move (Dilks) [3/84-p66]
 Doing Something About the Weather (Duscha) [7/84-p68*]
 How to Clean Up Unlabeled Overhead (Ylinen) [9/84-p50]
 He Really Can Make You a Star (Marth) [11/84-p61]
 International Trade: America's "Invisible" Trade Surplus (Eason) [11/84-p64]
 When the Wrong Time Was the Right Time (Hron) [12/84-p69]

SMALL BUSINESS

see also Corporations
 Washington Letter: Special problems that small businesses encounter... with environmental laws will be subject of...conference [1/84-p10]
 Outlook: A Pilot Program for Minority Firms [1/84-p14]
 Readers' View: Their Businesses Will Do Better [1/84-p26]
 Small Business Outlook: Congress' Itchy Trigger Finger (Root) [2/84-p12]
 A Forgotten Law to Aid Small Firms (Mauro) [2/84-p48]
 Small Business Outlook: Cutting Procurement Paper Work (Root) [3/84-p16]
 Chief Concerns of Small Concerns [3/84-p31]

Small Business Report: A Larger Definition of Small [4/84-p16]
 Small Business Report: Boom In Business Births [4/84-p16]
 Small Business Report: "A Push for Pooling" [4/84-p16]
 Small Business Report: Who Speaks for Small Business? [5/84-p16]
 Small Business Report: Small Firms' Big Problems [5/84-p16]
 Celebrating the Job Producers (Root) [5/84-p45]
 Editorials: That Never-Say-Die Small Business Spirit [5/84-p80]
 Small Business Report: Back to the White House [6/84-p16]
 Small Business Report: Where the Money Is [6/84-p16]
 Small Business Report: Giving Credit Where It's Due [7/84-p16]
 Small Business Report: Stamp of Approval [7/84-p16]
 Small Business' Best (1984) Small Business Person of the Year William Terry Fuldner [7/84-p53]
 State Small Business Persons of 1984: An Honor Roll of Entrepreneurs [7/84-p56]
 Small Business Report: What Small Businesses Want [8/84-p10]
 Small Business Report: Minority Firms' Week [9/84-p14]
 Small Business Report: Fresh Funds for SBOCs [10/84-p16]
 Small Business Report: Tips for Starting Your Own Business [11/84-p13]
 Incubators for Baby Businesses (Nelson) [11/84-p40]
 Small Business Report: Incorporation Guide [12/84-p13]

SOCIAL SECURITY

Washington Letter: Annual wage reports to Social Security Administration... still filed on paper by most employers [7/84-p7]
 Editorials: A Discouraging Signal On Entitlement Reform [9/84-p88]

SOVIET UNION

The Big Red Schoolhouse (Eason) [11/84-p68]

SPACE

Washington Letter: Commercial opportunities in space will be focus of... national videoconference [5/84-p8]
 The Challenge of Business in Space (Eason) [6/84-p46]
 How a Space Venture Could Ease Suffering on Earth (Eason) [6/84-p48]
 Editorials: Business Benefit from Pioneering in the Sky [6/84-p88]

SPORTS AND SPORTS EQUIPMENT

Using a Magic Lure to Catch Customers [2/84-p68]
 The Unstated Message of the 1984 Olympics (Eason) [3/84-p53]
 Earning Their Belts as Promoters (Croft) [5/84-p68]

STATES (U.S.)

The Solid New South (Kantor) [2/84-p34]
 Flush Times At the Statehouse (Holmes) [7/84-p65]
 What the States Are Doing [7/84-p66]
 Washington Letter: Total of 37 states now have laws requiring that... private sector vendors be paid promptly [8/84-p7]

* Page numbers followed by letters are from sections not included in all editions

STEEL INDUSTRY AND TRADE

Stepped for a Fight (Eason) [7/84-p31]
 Business Outlook: Relief for Steel, Copper? [9/84-p16]

STOCKS AND BONDS

Those Tempting Municipal Bonds (Brady) [1/84-p16]
 Charting a Path in the Market (Brady) [2/84-p16]
 Stages of a Stock's Life (Brady) [3/84-p20]
 The Bell Tolls (Padwe) [4/84-p69]
 Government Bonds' New Allure (Brady) [4/84-p76]
 Converting Clients to Convertibles (Wantuck) [4/84-p94]
 AT&T Divests: Round Two (Padwe) [5/84-p13]
 Business Outlook: Are Indexed U.S. Bonds Ahead? [5/84-p14]
 When the Market Is Quiet (Brady) [5/84-p50]
 Picking the Right Mutual Fund (Brady) [8/84-p60]
 Editorials: An Economic Lesson for Wall Street [8/84-p72]
 Zeros Can Multiply Your Money (Brady) [9/84-p74]
 Stocks That Rise From the Ashes (Grace) [10/84-p78]
 Wall Street Votes a Day Late (Brady) [11/84-p73]
 Those Seesawing Housing Stocks (Brady) [12/84-p25]

STRATEGIC MATERIALS

Outlook: The Wealth Hidden Beneath the Sea [1/84-p15]
 Washington Letter: U.S. stockpile of strategic and critical materials grows by cash purchases and barter [5/84-p8]
 Business Outlook: Relief for Steel, Copper? [9/84-p16]

SUDAN

A Land of Vast Potential [12/84-p26]

SYNTHETIC FUELS

See Energy, Production and Use

T

TARGETED JOBS TAX CREDIT ACT (1978)
 Bull's-Eye for Employers (Harris) [3/84-p45]

TAX LEGISLATION

Small Business Outlook: Congress' Itchy Trigger Finger (Root) [2/84-p12]
 Washington Letter: Revenue bills have progressed...but prospects of... passage remain uncertain [4/84-p11]
 Washington Letter: Three issues discussed with Mitterrand are due for action...unitary taxes [5/84-p7]
 How the 1984 Tax Act Will Affect You (Holmes) [8/84-p68]
 Washington Letter: Promises of tax reform have lost appeal to voters, says Sen. Steven Symms (R-Idaho) [9/84-p6]
 A Swarm of Tax Reform Proposals (Holmes) [9/84-p41]
 Washington Letter: While presidential candidates debate...direct tax increases...committees of Congress... lay groundwork for...tax simplification [10/84-p7]

TAX SHELTERS

see also Individual Retirement Accounts
 Children As Tax Shelters (Padwe) [1/84-p8]

Taxation

When a Home Is a Shelter (Padwe) [2/84-p13]
 High Tech R&D: Risks and Rewards for Investors (Apke) [2/84-p53]
 The Neglected 401(k) [4/84-p28]
 Unhandicapped By a Handicap (Fraser) [7/84-p69]

TAXATION

Washington Letter: Employers in 13 states, District of Columbia, Puerto Rico, Virgin Islands must pay federal payroll tax surcharge [1/84-p10]
 Washington Letter: Sharply higher business payroll taxes are forecast if proposed legislation...clears Congress [1/84-p10]
 Washington Letter: Internal Revenue Service has updated tables used in figuring tax employee owes on company-paid life insurance [1/84-p10]
 Editorials: Do Taxpayers Think Taxes Are Too Low? [2/84-p72]
 Editorials: Tax Freedom Day: It Can't Come Too Soon [5/84-p80]
 Washington Letter: How much of your day goes to pay taxes? [6/84-p8]
 The "Rule of 78s" (Padwe) [6/84-p18]
 Washington Letter: U.S. Tax Court backlog...could be cut with better management [7/84-p7]
 Editorials: Why Tax Hikes Won't Lower Interest Rates [7/84-p80]
 Business Outlook: The Tax Threat [10/84-p18]
 Editorials: The Mondale Tax Plan: Economy on the Fritz? [10/84-p88]

TECHNOLOGICAL INNOVATION

Washington Letter: High tech clothing that protects wearer from heat and cold is on the way...first applications...in home insulation [5/84-p8]
 Business Technology: Small Firms Are Big in Biotech (Spellman) [5/84-p76]
 New Technology to Foil Product Counterfeiters [6/84-p77]
 Engineering That Serves Medicine (Wantuck) [9/84-p49]
 Small Business Report: Getting to Market [12/84-p13]

TELECONFERENCES

An Electronic Bridge Over Troubled Waters (Eason) [4/84-p79]
 Washington Letter: Commercial opportunities in space will be focus of...national videoconference [5/84-p8]
 Trading Views: Korea and the United States (Eason) [12/84-p50]

TELEPHONES AND TELEPHONE SERVICE

Japan's NTT Seeks American Products [1/84-p44]
 Washington Letter: Telephone access charges are first item on agenda as Congress goes back to work [2/84-p8]
 The Ripple Effect of Phone Deregulation (Gatty) [2/84-p30]
 Showing Donors a Little Respect [2/84-p70]
 Washington Letter: Regional telephone companies...increasingly aggressive in search for new business [9/84-p8]
 Technology At Work: International Dialing, Toll-Free [12/84-p60]

TELEVISION see also News Media

For Him, Searching Beats Finding (Marth) [4/84-p92]
 Washington Letter: Business' leading television voice now reaches about half of total U.S. households [5/84-p7]

Ads: Subtracting Some Restrictions (Gatty) [5/84-p30]
 Fortunes Revived By a "New Toy" (Wendell) [5/84-p69]
 A Nation's Business Survey: What Are Your TV Viewing Habits? [6/84-p49]
 Creating Big Hits for the Small Screen (Croft) [7/84-p69]
 Fight for Television's Viewing Audience (Wantuck) [9/84-p33]
 Readers Use Full Range of TV Choices [9/84-p36]

TEXTILES see also Apparel

Washington Letter: Too many textile imports are in violation of federal labeling laws [4/84-p12]
 Egypt's Quality Textiles Seek Wider Foreign Market [11/84-p94]

TOBACCO

Piercing the Smoke Screen (Langer) [8/84-p24]

TRANSPORTATION see also Airlines and Airplanes; Automobiles

Washington Letter: House speaker Tip O'Neill...took time...to oppose administration plan to eliminate or curtail...transportation research center [3/84-p12]
 How They Kept On Trucking (Gatty) [10/84-p67]
 The Big Market for Little Trucks (Gatty) [10/84-p74]
 When the Wrong Time Was the Right Time (Hron) [12/84-p69]

TRAVEL AND VACATIONS

His Businesses Are Flying High (Glines) [1/84-p71]
 Luring the Business Traveler (Gatty) [4/84-p62]
 Tax-Deductible Travel (Holub) [4/84-p66]
 Keeping Vacations Healthy [4/84-p67]
 Business Outlook: Hitting the Road [6/84-p14]
 For the Winners: Freedom of Choice (Wantuck) [10/84-p47]

TRUCKING INDUSTRY

see Transportation

U

UNEMPLOYMENT

Washington Letter: Unemployment rate is falling faster than in any of past...upturns [1/84-p9]
 Washington Letter: Year-long plunge in unemployment rate continues to surprise many economists [2/84-p7]
 Washington Letter: Misery index--measure of...unemployment rate and...inflation...lowest rate since 1972 [2/84-p8]
 Washington Letter: Latest drop in jobless rate is bigger-than-usual plus for President Reagan [8/84-p8]

UNITARY TAXES

Washington Letter: Three issues discussed with Mitterrand are due for action...unitary taxes [5/84-p7]
 The Growing Uproar Over Unitary Taxes (Holmes) [5/84-p58]

U.S. CHAMBER OF COMMERCE

Editorials: The Legacy of a Business Champion (R. Hilton "Dixie" Davis) [1/84-p76]
 Washington Letter: In recent official visit...Mitterrand told U.S. Chamber of Commerce officials...no more nationalization [5/84-p7]

Washington Letter: Business' leading television voice now reaches about half of total U.S. households [5/84-p7]
 Turning America Around: 1984 Annual Report--U.S. Chamber of Commerce [5/84-p59]
 A Case of Dedication to Business' Battles [6/84-p51]
 The Right Man at the Right Time (Van P. Smith, Chairman of U.S. Chamber of Commerce) (Nelton) [6/84-p84]
 Meet the Vice Chairman (Frank L. Morsani) [6/84-p86]

U.S. CONGRESS see also U.S. House of Representatives; U.S. Senate Congress, Singular and Plural (Kilpatrick) [1/84-p6]

Washington Letter: Congress is due back...January 23, but it faces shortened work year [1/84-p9]
 Washington Letter: At least 167 members of Congress...in line for U.S. Chamber of Commerce endorsement [2/84-p7]
 Washington Letter: Congress' own budget for fiscal 1985 will go over \$1 billion [8/84-p7]
 Washington Letter: The printing bill alone for Congress is estimated at \$80 million [8/84-p8]
 Washington Letter: Rep. James T. Broyhill (R-N.C.) is among sponsors of resolution to require Congressional Record to be accurate [8/84-p8]
 Washington Letter: Despite 11th hour flurry of activity, Congress will put most decisions...over to next year [10/84-p7]
 Looking Behind Labels on the New Congress (Bacas) [10/84-p30]
 Washington Letter: Agenda for new Congress will include legislation of major concern to business [11/84-p7]
 Washington Letter: A Reagan landslide victory...still wouldn't bring a Republican majority in the House [11/84-p8]
 Business' Missionaries in Government (Bacas) [11/84-p34]
 Editorials: This Congress Needed a Finance Lesson [11/84-p104]

U.S. DEPARTMENT OF DEFENSE

see also Government Contracts
 Washington Letter: Federal outlays for research and development, principally in defense, are zooming [5/84-p8]

U.S. HOUSE OF REPRESENTATIVES

see also U.S. Congress
 The Invisible Majority (Kantor) [1/84-p28]
 Washington Letter: Republican Rep. Bob Walker...takes to House floor to ask: "Why is Congress not doing anything?" [3/84-p12]
 Washington Letter: Walker move is part of hardball campaign by bloc of younger, conservative House Republicans [3/84-p12]
 Washington Letter: Those automatic elevators in office buildings of the House...will have operators for...another year [8/84-p8]

U.S. POSTAL SERVICE

How ZIP Plus Four Can Deliver for You (Wendell) [1/84-p55]
 Tips for Converting Your ZIP [1/84-p56]

Business Technology: Computers As Mailboxes (Gatty) [1/84-p62]
 Small Business Report: Stamp of Approval [7/84-p16]
 Washington Letter: One public pension plan that could come in for more attention is that for employees of...U.S. Postal Service [10/84-p8]
 U.S. SENATE see also U.S. Congress
 The Struggle for Control of the U.S. Senate (Kantor) [1/84-p27]
 Washington Letter: Sen. J. Bennett Johnston (D-La.)...running for re-election without opposition [3/84-p11]
 Washington Letter: Conservative ranks on two key Senate committees are strengthened by...appointments of GOP members [3/84-p11]
 Washington Letter: Close Senate races are seen in seven states by Sen. Richard G. Lugar [6/84-p7]
 Business Outlook: Campaign Help [8/84-p16]
 Washington Letter: Republicans...looking to...1986. Their ability to retain control of the Senate could be...tested [12/84-p2]
 Washington Letter: New Senate faces for 1985...all are experienced legislators [12/84-p12]
 U.S. SUPREME COURT
 The White House and the Court (Kilpatrick) [6/84-p5]
 UNITED STATES--BUDGET
 Washington Letter: Federal budget deficit projections are being pared as employment grows [1/84-p9]
 Washington Letter: With Congress back at work, chances are slim... House will support...cuts in government spending [2/84-p8]
 Washington Letter: Grace Commission report...identifies savings...of \$424 billion [2/84-p8]
 President's Plan Is "Doable," Regan Says (Holmes) [2/84-p64]
 Rebellion Against Deficits [3/84-p22]
 Two-Step Path to Budget Control (Holmes) [3/84-p26]
 The Saving Grace (Holmes) [3/83-p33]
 Editorials: What You Can Do About Government Spending [3/84-p80]
 Editorials: ...Require Congress to Be Responsible [3/84-p80]
 Washington Letter: Congress views as threat proposed Constitutional convention to write balanced budget amendment [4/84-p12]
 Washington Letter: Reagan administration is urged to take...stand against idea...deficit problem is so severe...only big tax boost will solve it [7/84-p7]
 Washington Letter: The business federation also notes that government accounting practices distort spending totals [7/84-p7]
 Washington Letter: That grass-roots campaign to force a balanced-budget amendment on Congress is still...alive [8/84-p7]
 Washington Letter: But most state petitions contain delayed action mechanism [8/84-p7]
 Business Outlook: The Test Ahead on Spending Cuts [8/84-p16]
 Business Outlook: Next: Appropriations [8/84-p16]
 Business Outlook: ...And What Else? [8/84-p16]

Washington Letter: Broad-based business coalition...will campaign to win... approval for budget reductions [9/84-p7]
 Washington Letter: Coalition's specific recommendations will go to White House late this year [9/84-p7]
 Washington Letter: Business plan is expected to propose...schedule for tightening...social programs [9/84-p7]
 Washington Letter: Other likely proposals...cut back federal bureaucracy [9/84-p7]
 Washington Letter: Business concern about bureaucracy gets added significance from report that size of government...is again increasing [9/84-p7]
 Editorials: Reducing the Deficit: There's a Better Way [9/84-p88]
 UNITED STATES--DEFENSE POLICY
 Build a Missile Shield in Space? (Eason) [3/84-p54]
 UNITED STATES--ECONOMIC AND MONETARY POLICIES
 Washington Letter: Slow, steady 2 percent rise in money supply gives...flexibility in responding to rising credit needs [2/84-p7]
 President's Plan Is "Doable," Regan Says (Holmes) [2/84-p64]
 Washington Letter: There's simple explanation for highly unusual conduct of administration on fiscal policy [3/84-p11]
 Washington Letter: Reagan's assaults on deficits part of that strategy [3/84-p11]
 Washington Letter: U.S. Treasury borrowing in capital markets this year will probably exceed \$1 trillion [4/84-p11]
 Let's Not Lower the Boom on the Recovery (Holmes) [5/84-p34]
 Washington Letter: Reagan economic policy is main cause of economic recovery, say 75 percent of delegates at U.S. Chamber of Commerce annual meeting [6/84-p7]
 Stirring Up a Yen for the Yen (Holmes) [8/84-p28]
 Washington Letter: First anniversary of U.S. liberation of Grenada will be marked...with satellite television program [9/84-p8]
 Editorials: An Unintended Guide to Spending Discipline [10/84-p88]
 '85 Showdown on Spending (Holmes) [11/84-p20]
 Those Disappearing Tax and Spending Cuts [11/84-p24]
 Washington Letter: Reagan second-term strategy will aim for early action on major economic questions [12/84-p12]
 Editorials: Grass-Roots Pressure for a Lid on Spending [12/84-p72]
 Washington Letter: Economic recovery...under way...but congressional bloc... insists national industrial policy is needed [7/84-p8]
 UNITED STATES--FOREIGN POLICY
 Washington Letter: Washington/Moscow crisis centers to reduce risk of nuclear exchange have been proposed [1/84-p10]
 Washington Letter: Early exit of U.S. ...forces in Lebanon may result from ...negotiations [2/84-p8]
 UNITED STATES--SOCIETY, HISTORY
 Washington Letter: George Orwell was wrong about 1984. Americans are more optimistic about their future [2/84-p7]

Saving the Sequoia (Kantor) [3/84-p63]
 The Land of the Bland (Kilpatrick) [11/84-p5]

V

VIDEOTAPE

Making Memory Picture Perfect (Nelton) [1/84-p71]
 Making the Moods That Make Money (Nelton) [9/84-p49]
 Wholesome Profits from Video Stores (Marth) [11/84-p59]
 He Really Can Make You a Star (Marth) [11/84-p61]

VOTER REGISTRATION

Washington Letter: Drive to boost voting registration among ranks of managers [9/84-p8]
 Going All Out to Bring Out the Business Vote (Bacas) [10/84-p33]
 Editorials: A Vote Is a Terrible Thing to Lose [10/84-p88]

W

WAGES AND SALARIES

Washington Letter: Outcome of major collective bargaining agreements...may influence future labor cost pressures [1/84-p9]
 Measuring the Value of Work (Bacas) [6/84-p30]
 Editorials: A Formula for Another Bureaucratic Nightmare [6/84-p88]
 Washington Letter: Youth differential wage...given little chance of passage in Congress [7/84-p8]
 Editorials: Mindless Opposition to a Good Idea on Jobs [7/84-p80]
 Washington Letter: Average wage of U.S. workers last year was \$17,544, up 4.8 percent from year earlier [10/84-p8]
 Small Business Report: CED Compensation [11/84-p13]
 Compared to What? (Kilpatrick) [12/84-p4]
 Washington Letter: Wage levels of men and women differ...because men and women feel differently about working conditions...says economist [12/84-p12]
 Executive Pay: Reflecting the Economy's Healthy Glow (Johnson) [12/84-p46]

WASTE MATERIALS AND DISPOSAL

see Environment

WOMEN

Small Business Report: More Clout for Women [5/84-p16]
 A Business of Her Own (Nelton) [11/84-p70]
 Designing a Design Firm With Family in Mind (Greenhalgh) [12/84-p57]
 Businesses Made Out of Skin Cream (Nelton) [12/84-p59]

WOOD AND WOOD PRODUCTS

Second Time Around in the Forests (Van Goethem) [8/84-p63]

WORKERS' COMPENSATION INSURANCE

Washington Letter: Business fighting threat to workers' compensation system in...environmental legislation [7/84-p7]

DEPARTMENTS, REGULAR FEATURES AND SPECIAL SECTIONS

CONGRESSIONAL ALERT What You Can Do About Washington That Affect Your Business

1/84-p75: Budget
Taxes
National Industrial Policy
Hazardous Waste
Bankruptcy
Natural Gas Deregulation
Export Administration Act
Immigration
Telephone Rates

2/84-p71: Budget
Taxes
Export Administration Act
Immigration
Bankruptcy
Natural Gas Deregulation
Product Liability Reform
Telephone Rates
National Industrial Policy
Hazardous Waste

3/84-p79: Budget/Taxes
Hazardous Waste
Product Liability Reform
Line-Item Veto
Balanced-Budget Amendment
Acid Rain
Immigration
Bankruptcy
National Industrial Policy
Budget/Taxes
Product Liability
Bankruptcy
Contracting Out
Superfund
Occupational Disease
Trade Reciprocity

4/84-p95: FY 1985 Budget/Taxes
Immigration
Appropriation Bills
Domestic Content
Clean Water Act
Export Administration Act
Hazardous Waste
Balanced-Budget Amendment
Bankruptcy
Domestic Content
Immigration
National Industrial Policy
Appropriation Bills
Clean Water Act
Contracting Out

5/84-p79: Appropriations
Domestic Content
National Industrial Policy
Youth Differential
Hazardous Waste
Superfund
Contracting Out
International Development
Association

6/84-p87: Appropriations
Domestic Content
Balanced-Budget Amendment
International Development
Association
Superfund
Product Liability
Equal Access to Justice
Export Administration Act
Appropriations
Youth Differential
Export Administration Act
Superfund
Domestic Content
Product Liability
Balanced-Budget Amendment
Contracting Out

10/84-p87: Superfund
Balanced-Budget Amendment
Export Administration Act
Immigration
Appropriations
Tax Reform
Domestic Content
Comparable Worth
Superfund
Tax Reform
Grove City Decision
Balanced-Budget Amendment
Contracting Out
Product Liability

11/84-p103: Superfund
Tax Reform
Grove City Decision
Balanced-Budget Amendment
Contracting Out
Product Liability

EDITORIALS

1/84-p76: Let's Hear It for the
Supply-Siders
Private Initiative and Health
Costs
The Legacy of a Business
Champion

2/84-p72: Do Taxpayers Think Taxes Are
Too Low?
Getting Deregulation Back
On the Track
Here's an Example of
Effective Reform

3/84-p80: What You Can Do About
Government Spending
...Require Congress to Be
Responsible
A Lesson for Critics of the
Oil Industry

4/84-p96: It's Time to Campaign
Against a TEFRA II
Healthy Signs in Medical Care
America and Japan Must Keep
Talking

5/84-p80: The Labor Unions Shoot for a
Powerful Weapon
That Never-Say-Die Small
Business Spirit
Tax Freedom Day: It Can't
Come Too Soon

6/84-p88: A Formula for Another
Bureaucratic Nightmare
Cleaning Up Our Act On the
Environment
Business Benefit From
Pioneering in the Sky

7/84-p80: Why Tax Hikes Won't Lower
Interest Rates
The Democrats Could Defeat
Themselves
Mindless Opposition to a
Good Idea On Jobs

8/84-p72: Labor's Blueprint for
"Economic Tragedy"
The Farmer Takes a Beating
An Economics Lesson for
Wall Street

9/84-p88: Reducing the Deficit: There's
a Better Way
Giving Minorities a Helping
"Hand"
A Discouraging Signal On
Entitlement Reform

10/84-p88: The Mondale Tax Plan: Economy
On the Fritz?
An Unintended Guide to
Spending Discipline
A Vote Is a Terrible Thing
to Lose

11/84-p104: After the Cheering Stops, the
Hard Work Begins
This Congress Needed a
Finance Lesson
When In Doubt, Contract Out

12/84-p72: Taking the Case to the
People
Grass-Roots Pressure for a
Lid On Spending
A Balanced View of the
Trade Deficit

FOR YOUR TAX FILE

1/84-p8: Children As Tax Shelters
New Insurance Rules

2/84-p13: When a Home Is a Shelter
Due Date vs. Filing Date
Making Pension Plans Simple

3/84-p18: The Better Way to Give
Update On Employee Benefits
The Filing Deadline
Approaches
The Bell Tolls
Those Interest-Free Loans
AT&T Divests: Round Two
IRS and Your Auditor
Watch Your Step On
Depreciation
Home Office Deductions
The "Rule of 78s"
Limiting "Cafeteria"
Choices
Tax Treaty With China
Super-IRAs
Accountants' Workpapers
A Broader Corporate Tax
Base?
"Reasonable Cause"
Reliance On Advisors
Business Start-Up Costs
Beating the Calendar On
Gains
Flexible Benefits
Gift-Leasebacks
A Booby Trap for Exporters
"Luxury Car" Headaches

4/84-p69: Sooner May Be Better Than
Later
Registering Tax Shelters
A Trust With a Different
Thrust
Casualty Planning
Educational Benefits
Exclusion

5/84-p13: A Broader Corporate Tax
Base?
"Reasonable Cause"
Reliance On Advisors
Business Start-Up Costs
Beating the Calendar On
Gains
Flexible Benefits
Gift-Leasebacks
A Booby Trap for Exporters
"Luxury Car" Headaches

6/84-p18: Sooner May Be Better Than
Later
Registering Tax Shelters
A Trust With a Different
Thrust
Casualty Planning
Educational Benefits
Exclusion

7/84-p9: A Broader Corporate Tax
Base?
"Reasonable Cause"
Reliance On Advisors
Business Start-Up Costs
Beating the Calendar On
Gains
Flexible Benefits
Gift-Leasebacks
A Booby Trap for Exporters
"Luxury Car" Headaches

8/84-p9: Sooner May Be Better Than
Later
Registering Tax Shelters
A Trust With a Different
Thrust
Casualty Planning
Educational Benefits
Exclusion

9/84-p9: A Broader Corporate Tax
Base?
"Reasonable Cause"
Reliance On Advisors
Business Start-Up Costs
Beating the Calendar On
Gains
Flexible Benefits
Gift-Leasebacks
A Booby Trap for Exporters
"Luxury Car" Headaches

10/84-p9: Sooner May Be Better Than
Later
Registering Tax Shelters
A Trust With a Different
Thrust
Casualty Planning
Educational Benefits
Exclusion

11/84-p9: A Broader Corporate Tax
Base?
"Reasonable Cause"
Reliance On Advisors
Business Start-Up Costs
Beating the Calendar On
Gains
Flexible Benefits
Gift-Leasebacks
A Booby Trap for Exporters
"Luxury Car" Headaches

12/84-p16: Sooner May Be Better Than
Later
Registering Tax Shelters
A Trust With a Different
Thrust
Casualty Planning
Educational Benefits
Exclusion

JAMES J. KILPATRICK

1/84-p6: Congress, Singular and
Plural

2/84-p4: In Defense of the Media

3/84-p4: A Political Science Lecture

4/84-p4: Still More Equal Than
Others

5/84-p4: Some Thoughts On School
Prayer

6/84-p5: The White House and the
Court

7/84-p5: The Good News On Regulation

8/84-p5: Two Cloudy Crystal Balls

9/84-p5: Lambs Who Lost Their Way

10/84-p5: A Porous Wall of Separation

11/84-p5: The Land of the Bland

12/84-p4: Compared to What?

LESSONS OF LEADERSHIP

1/84-p58: Sharing Work and Rewards
(Frank L. Mason, Mason
Corporation)

2/84-p44: The Tools to Do the Job
(James R. Lesch, Hughes
Tool Company)

3/84-p47: The CEO Who Refreshed
Coca-Cola (Roberto
Goizueta, Coca-Cola
Company)

- 4/84-p59: A Setback Didn't Fence Him In (David B. Weatherup, Central Fence of any, Inc.)
- 5/84-p37: From Adversity, He Learned the Value of Diversity (Clay McGowan)
- 6/84-p84: The Right Man at the Right Time (Van P. Smith, Ontario Corporation; Chairman, U.S. Chamber of Commerce)
- 7/84-p42: Drop By Drop, His Firm Won Worldwide Success (Robert Kriebel, Loctite Corporation)
- 8/84-p40: Why Safeway Stopped Playing It Safe (Peter A. Magowan, Safeway Stores Inc.)
- 9/84-p85: A Plan For All Seasons (Jon M. Huntsman, Huntsman Chemical Corporation)
- 10/84-p85: Keeping All the Lines Open (Lewis W. Lehr, 3M Company)
- 11/84-p76: Taking a Bigger Bite of the Personal Computer Market (John Sculley, Apple Computer, Inc.)
- 12/84-p69: When the Wrong Time Was the Right Time (Jack Rentschler, Rentschler's Standard Truck Plaza, South Dakota)

- 9/84-p80: Will You Ever Collect Social Security? Reagan or Mondale for President? Bonus Pay for the Best Teachers? Verdicts on Training, Sunset, Tax Amnesty
- 10/84-p80: Penalize Nations Boycotting Future Olympics? Tax Credits for Private School Tuition? Should U.S. Safeguard Oil Routes? Verdicts on Wage, Drinking Age, Flat Tax
- 11/84-p96: Adopt a National Lottery? Voting Rights for the Homeless? Honor Codes Obsolete? Verdicts on Social Security, Reagan, Bonus Pay
- 12/84-p64: Business Role Beyond Bottom Line? Taxes On Employee Benefits? Employees Working At Home? Results on Boycott, Tuition Credits, Middle East

PERSONAL FINANCE

- 1/84-p 16: Those Tempting Municipal Bonds
- 2/84-p16: Charting a Path in the Market
- 3/84-p20: Stages of a Stock's Life
- 4/84-p76: Government Bonds' New Allure
- 5/84-p50: When the Market Is Quiet
- 6/84-p29: How to Read an Annual Report
- 7/84-p68: Gold Is Glittering Again
- 8/84-p60: Picking the Right Mutual Fund
- 9/84-p84: Zeros Can Multiply Your Money
- 10/84-p78: Stocks That Rise From the Ashes
- 11/84-p73: Wall Street Votes a Day Late
- 12/84-p25: Those Seesawing Housing Stocks

READER SURVEYS

- 1/84-p26: Readers' Views: Their Businesses Will Do Better
- 2/84-p17: Best Business Advertising
- 4/84-p44: Best Business Advertising: Kudos for a Tramp and a Motor Mouth
- 6/84-p49: A Nation's Business Survey: What Are Your TV Viewing Habits?
- 9/84-p36: Readers Use Full Range of TV Choices
- 9/84-p77: A Nation's Business Survey: What Is Your Firm's Software Portfolio?

SPECIAL ADVERTISING SECTIONS

- 1/84-p29: Japan
- 4/84-p37: Costa Rica
- 4/84-p53: Korea
- 6/84-p61: Egypt
- 11/84-p82: Egypt
- 12/84-p26: Sudan
- 12/84-p62: Costa Rica

SPECIAL REPORTS

- 4/84-p62: Travel
- Luring the Business Traveler
- Nation's Business Travel Guide
- Tax-Deductible Travel
- Keeping Vacations Healthy
- 5/84-p36A: Economic Development
- What It Takes Now to Lure Businesses to Your Area
- The Urge to Move
- A Tale of Two Companies and an Alabama City
- The Town That Soared

- 6/84-p54: --Burnishing an Image
- How Transit Helps Insurance
- Insuring Against Computer Failures: It's One of Many Changes (Health, Property-Casualty, Product Liability, Environmental)
- 8/84-p45: Money Management
- Message for Today's Investor: Diversify
- Should You See a Financial Planner?
- Staying Afloat if Your Business Sinks
- Loans That Save Troubled Companies
- 9/84-p62: Office Automation
- Cutting the Automation Giant Down to Your Office Size
- Untiring Inventory System Makes Tracks
- High and Dry In a Torrent of Lists
- As Much Computing As the Lawyers Allow
- The Right Note for Carnegie Hall Donors
- Choosing the Right System
- 10/84-p67: Trucking Industry
- How They Kept On Trucking
- The Big Market for Little Trucks
- 11/84-p52A*: Economic Development
- Company Meets Community: Long Courtship, Happy Marriage
- Precise Goals Found a Honeymoon of a Place
- Sometimes the Best Choice Is a Site Unseen
- Community With a Great Profile
- When Ivory Tower and Shop Floor Meet
- A Consortium in the Midwest
- Smaller Unions: More Jobs

*Section does not appear in all editions

STRATEGIES FOR SUCCESS

- 1/84: They Have Designs On Mainlanders (William and Mary Foster, Malls International) [p70]
- Making Memory Picture Perfect (Lorne C. Ray, MBI Development Corporation) [p71]
- His Businesses Are Flying High (Walter E. Hoffman, Pocono Airlines) [p71]
- They Discipline the Urge to Grow (Nestor and Nancy Fernandez, Digitron, Inc.) [p72]
- 2/84: Using a Magic Lure to Catch Customers (Todd Sheldon, Mepps Spinner) [p68]
- Where's Growth? It's In the Bag (Elizabeth Andrews and Ben Ellison, Baby Bag) [p68]
- Taking the Mystery Out of Computers (Alan Freedman, Computer Language Company, Inc.) [p69]
- Showing Donors a Little Respect (Bruce R. McBrearty, Campaign Marketing Group, Inc.) [p70]
- 3/84: The Birthplace of the Blues Is Reborn (John Elkington and Steve Keltner, Elkington & Keltner Group) [p76]
- Better High Tech Through "Nontech" (Phil Cooper, Computer Pictures) [p76]

To Your Health

- A Baker's Dozen? A Baker's Millions! (Robert Talra, King's Bakery) [p77]
 The Consultants' Consultant (Howard L. Shenson) [p78]
 4/84: It Was Not So Batty an Idea, After All (Courtney Garton and Margie Brice, Hats in the Belfry) [p92]
 For Him, Searching Beats Finding (Nick Caporella, Burnup & Sims, Inc.) [p92]
 The Champagne of Soft Drinks (Howard Lapidus, International Soft Drinks, Inc.) [p93]
 Converting Clients to Convertibles (John Calamos, Noddings, Calamos & Associates) [p94]
 5/84: Moving Out of the Dorm and Into the Money (Brad Baker, Sara Tech Electronics Company) [p68]
 Earning Their Belts as Promoters (Don and Judy Quine, Professional Karate Association) [p68]
 Fortunes Revived by a "New Toy" (Charles A. Ross, Birdview Satellite Communications, Inc.) [p69]
 An Instant Winner with Staying Power (Linda Enke, Anne Rothschild & Company) [p70]
 6/84: New Technology to Foil Product Counterfeiters (Ronald A. Katz, Light Signatures, Inc.) [p77]
 Money-Making for the Masses (Venita VanCaspel, VanCaspel & Company) [p78]
 Turning Daydreams Into Dollars (Terry Loebel, Val-Pak Direct Marketing Systems) [p78]
 Helping Lawyers Work Smarter (Henry P. Semmelhack, Barrister Information Systems Corporation) [p79]
 7/84: Creating Big Hits for the Small Screen (Stuart Karl, Karl Video Corporation) [p69]
 Unhandicapped By a Handicap (Herbert L. Lande, Arbor House Properties, Ltd.) [p69]
 Defense Contractor Par Excellence (W. Melvin Brown, Jr., American Development Corporation) [p70]
 Teaching Employees to Be Healthier (Steven M. Passin, Well-Being, Inc.) [p71]
 8/84: Helping Employers Talk to Employees (George Y. Clement, Clement Communications) [p61]
 Selling Souvenirs By the Foot (Judith Kaplan, Action Packets, Inc.) [p61]
 How to Call a Million Sales (Roger W. Eddy, Audubon bird call) [p62]
 Second Time Around in the Forests (Robert Stillin, North Country Lumber Company) [p63]
 9/84: Making the Moods That Make Money (Barry Edwards and Bert Kronfeld, Wavelength, Inc.) [p49]
 Engineering That Serves Medicine (Dane A. Miller, Biomet) [p49]
 How to Clean Up Unsightly Overhead (Gordon Hamilton, Acoustic Clean) [p50]
 A Man With a Plan for Plant Layouts (Robert MacLachrie, PlanPrint) [p52]
 10/84: For the Winners: Freedom of Choice (Rick Barlow, Original Incentives; GoldChex) [p47]
 Making His Fortune Again and Again (Sheldon G. Adelson, Interface Group, Inc.) [p47]
 What Could Be Finer? A Snack in Carolina (Phil Kosak, Ray Leander and Craig Blair, KLB Enterprises; Carolina Fine) [p48]
 Something Extra for Gifts and Cards (Rod White and Peter Schneider, Extra Special, Inc.) [p49]
 11/84: Wholesome Profits from Video Stores (Martin D. Ehman and Brent G. Smith, Adventureland, Inc.) [p59]
 They're "Decadent"—but Delicious (Rachel Borish and Jeffrey Slater, Rachel's Brownies) [p60]
 How to Engineer Tough Decisions (J. Roland Yow, Corporate Consulting & Development Company, Ltd.) [p60]
 He Really Can Make You a Star (Howard Letzring, Tennis Dimensions, Inc.) [p61]
 12/84: Designing a Design Firm With Family in Mind (Jo Buehler and Terrece Woodruff, Vanessa-Ann Collection) [p57]
 The Best Food You Can Find in Jail (William J. Benzick, Best Food Services, Inc.) [p57]
 When a Watch Is Not a Watch (Irving A. Mandel, Mandel and Grunfeld) [p58]
 Businesses Made Out of Skin Cream (Edna Hennessy, Cosmetic Specialty Labs) [p59]

TO YOUR HEALTH

- 1/84-p74: Let It Snow!
 2/84-p65: Coping With Stress On the Job
 3/84-p64: Lifelong Weight Control
 4/84-p73: Making VDTs Easier On Eyes
 5/84-p65: Cool Down the Right Way
 6/84-p20: The Return on Investing in Health
 7/84-p76: Laughter's Healing Power
 8/84-p56: Eating to Prepare for Stress
 9/84-p56: Foiling Allergies At Work
 10/84-p65: Danger Ahead for Waistlines
 11/84-p36: Listen to What Your Ears Tell You
 12/84-p56: Stage Fright in the Executive Suite

- Apke, Thomas M.
--High Tech R&D: Risks and Rewards for Investors (2-p53)
- Bacas, Harry
--Business' Missionaries to Government (11-p34)
--Challenge to Business: America's Changing Face (7-p18)
--Going All Out to Bring Out the Business Vote (10-p33)
--How to Call a Million Sales (8-p62)
--Leasing People (10-p57)
--Looking Behind Labels on the New Congress (10-p30)
--Making Government More Businesslike (9-p46R)
--Measuring the Value of Work (6-p30)
--Orbis: A Vision of Restoring Eyesight (12-p68)
--Organized Labor's Pains (5-p52)
--Smoothing the Way to Retirement (8-p29)
--When Prisons and Profits Go Together (10-p62R)
- Barrier, Phyllis M.
--Danger Ahead for Waistlines (10-p65)
--Eating to Prepare for Stress (8-p56)
--Lifetime Weight Control (3-p64)
- Beecher, Mathew J.
--What to Do When a Headhunter Calls (10-p50)
- Bennet, David H.
--Making a Partnership Work (5-p66)
- Berger, Elliott M.
--Listen to What Your Ears Tell You (11-p36)
- Bernstein, James E., M.D.
--The Return on Investing in Health (6-p20)
- Boyd, Losana E.
--Why "Talking It Out" Almost Never Works Out (11-p53)
- Brady, Ray
--Charting a Path in the Market (2-p16)
--Gold Is Glittering Again (7-p68)
--Government Bonds' New Allure (4-p76)
--How to Read an Annual Report (6-p29)
--Picking the Right Mutual Fund (8-p60)
--Stages of a Stock's Life (3-p20)
--Those Seesawing Housing Stocks (12-p25)
--Those Tempting Municipal Bonds (1-p16)
--Wall Street Votes a Day Late (11-p73)
--When the Market Is Quiet (5-p50)
--Zeros Can Multiply Your Money (9-p84)
- Bunnell, Robert
--The Fragile Future of Synthetic Fuels (3-p42)
- Chajet, Clive
--What Does Your Firm's Name Say to Customers? (6-p38R)
- Ciandello, Don (with Mike Lewis)
--Company Meets Community: Long Courtship, Happy Marriage (11-p52A)
- Croft, Nancy
--An Instant Winner With Staying Power (5-p70)
--Creating Big Hits for the Small Screen (7-p69)
--Earning Their Belts As Promoters (5-p68)
--Foil Allergies At Work (9-p56)
--It Was Not So Batty an Idea, After All (4-p92)
--What Could Be Finer? A Snack In Carolina (10-p48)
- David, Harry
--Helping Cast-Off Managers (6-p51)
- Dilks, Carol
--Business On the Move (3-p66)
--Employers Who Help With the Kids (2-p59)
- Duscha, Julius
--Doing Something About the Weather (7-p60R)
- Eason, Henry
--Agriculture At the Crossroads (8-p34)
--America's "Invisible" Trade Surplus (11-p64)
--The Big Red Schoolhouse (11-p68)
--Build a Missile Shield In Space? (3-p54)
--The CEO Who Refreshed Coca-Cola (3-p47)
--The Challenge of Business In Space (6-p46)
--Deregulation: Dream Deferred (2-p24)
--Easing the Impact of Auto Damage (2-p60)
--An Electronic Bridge Over Troubled Waters (4-p78)
--Energy Supplies: Danger Ahead (4-p70)
--Fired Up About Pellets (6-p42)
--Food Exports: A Case of Too Many Cooks (8-p57)
--Freer Trade Across Our Open Border? (7-p77)
--How a Space Venture Could Ease Suffering On Earth (6-p48)
--How the Press Can Help Tell Your Firm's Story (5-p26)
--Japan Rolls Out a Trade Carpet (9-p53)
--Keeping Good People (7-p37)
--Keeping the Trade Deficit in the Right Perspective (10-p53)
--Paving the Way for Tax Savings (12-p38)
--The Pull of Protectionism (5-p53)
--Small Firms Could Miss the Boat On Export Profits (11-p62)
--Stepped for a Fight (7-p31)
--Trade Law's Squeeze On Protectionism (12-p43)
--Trade Empire's Tough Calls (11-p66)
--Trading Views: Korea and the United States (12-p50)
--The Unstated Message of the 1984 Olympics (3-p53)
- Fink, Steven
--Coping with Crises (8-p52R)
- Fraser, Bruce W.
--Unhandicapped By a Handicap (7-p69)
- Garner, Jane
--When Ivory Tower and Shop Floor Meet (11-p523)
- Gatty, Bob
--Ads: Subtracting Some Restrictions (5-p30)
--The Big Market for Little Trucks (10-p74)
--Catching Rubber Checks Before They Bounce (7-p29)
--Computers As Mailboxes (1-p62)
--How They Kept On Trucking (10-p67)
--Luring the Business Traveler (4-p62)
--The Paper Pothole for Business Autos (10-p40)
--The Ripple Effect of Phone Deregulation (2-p30)
--Setting Up Shop On Computer Screens (3-p57)
--Waging War On Bogus Goods (8-p30)
- Glines, C.V.
--His Businesses Are Flying High (1-p71)
- Goldman, Robert I.
--Loans That Save Troubled Companies (8-p49)
- Green, Paul S.
--Economic Thermometer (9-p58)
- Grace, William J., Jr.
--Stocks That Rise From the Ashes (10-p78)
- Greenhaigh, Nile
--Designing a Design Firm With Family In Mind (12-p57)
- Hannaford, Peter
--Why Off the Cuff Is Off the Mark (5-p28)
- Harris, Yvonne L.
--Bull's-Eye for Employers (3-p45)
- Heiman, Grover
--The Tools to Do the Job (2-p44)
- Hempstead, John E.
--A "Freeze" That Can Put the IRS Out in the Cold (11-p48)
- Holmes, Peter A.
--Business Tax Reform: Bitter With the Sweet? (12-p32)
--Competition Comes to Medical Care (4-p18)
--Consumer Confidence: Still High (4-p14)
--Flush Times At the Statehouse (7-p65)
--The Growing Uproar Over Unitary Taxes (5-p58)
--How the 1984 Tax Act Will Affect You (8-p68)
--Let's Not Lower the Boom On the Economy (5-p34)
--New Fuel for the Recovery (2-p11)
--Mondale vs. Reagan: What's At Stake for Business (10-p20)
--"Passion, Prejudice" and Product Liability (7-p57)
--The Peril In Inventory Growth (3-p14)
--President's Plan Is "Doable," Regan Says (2-p64)
--The Saving Grace (3-p33)
--Stirring Up a Yen for the Yen (8-p28)
--A Swarm of Tax Proposals (9-p41)
--Two-Step Path to Budget Control (3-p26)
--1984-85 Economic Forecast: Surge In Consumer Spending, Business Investment and Jobs (1-p20)
--'85 Showdown On Spending (11-p20)
- Holub, Steven F.
--Tax-Deductible Travel (4-p67)
- Houghton, Francis
--How Ads Can Sell More Than Products (3-p61)
- Huffmire, Donald W.
--Learning to Share the Load (9-p30)
- Hron, Frederic
--When the Wrong Time Was the Right Time (12-p69)
- Imberman, Woodruff
--How to Make Labor Your Ally In Changing Work Rules (12-p53)
- James, Carolyn
--Laughter's Healing Power (7-p76)
- Johnson, Alan W.
--Executive Pay: Reflecting the Economy's Healthy Glow (12-p46)
--Translating Goodwill Into Dollars (7-p32)
- Kantor, Seth
--Saving the Sequoia (3-p63)
--The Solid South (2-p34)
--The Struggle for Control of the U.S. Senate (1-p27)
--When a Watch Is Not a Watch (12-p58)
- Kilpatrick, James J.
--Compared to What? (12-p4)
--Congress, Singular and Plural (1-p6)
--The Good News on Regulation (7-p5)

- In Defense of the Media (2-p4)
- Lambos Who Lost Their Way (9-p5)
- The Land of the Blind (11-p5)
- A Political Science Lecture (3-p4)
- A Porous Wall of Separation (10-p5)
- Some Thoughts On School Prayer (5-p4)
- Still More Equal Than Others (4-p4)
- Two Cloudy Crystal Balls (8-p5)
- The White House and the Court (6-p5)
- Kornblum, Annette
- Stage Fright in the Executive Suite (12-p56)
- Kroger, Bill
- How Secure Is Your Firm? (1-p65)
- Langer, Judith
- Piercing the Smoke Screen (8-p24)
- Lefkoe, Morty
- It's Not What You Sell, It's What They Buy (2-p36)
- Leon, Philip
- Defense Contractor Par Excellence (7-p70)
- Lewis, Mike
- Company Meets Community: Long Courtship, Happy Marriage (11-52A)
- Cutting the Automation Giant Down to Your Office Size (9-p62)
- The Explosion in Computer Retailing (7-p49)
- Extra! Extra! Read About It All Over (12-p30R)
- If You Worked Here, You'd Be Home Now (4-p50)
- The New Roommates in Executive Suites (3-p37)
- The Promise of Automation (8-p54)
- Software That Improves Managers (10-p45)
- Taking a Bigger Bite of the Personal Computer Market (11-p76)
- Taxes and Computers (12-p61)
- What It Takes Now to Lure Businesses to Your Area (5-p36A)
- Wrapping VDTs in Red Tape (6-p60)
- Lustberg, Arch
- Turning Confrontation Into Communication (6-p52)
- Marth, Del
- The Best Food You Can Find in Jail (12-p57)
- For Him, Searching Beats Finding (4-p92)
- From Adversity, He Learned the Value of Diversity (5-p37)
- He Really Can Make You a Star (11-p61)
- Keeping All the Lines Open (10-p85)
- Moving Out of the Dorm and Into the Money (5-p68)
- A Plan for All Seasons (9-p85)
- Selling Souvenirs By the Foot (8-p61)
- Sharing Work and Rewards (1-p58)
- Wholesome Profits From Video Stores (11-p59)
- Why Safeway Stopped Playing It Safe (8-p40)
- Mauzo, Tony
- The Dictates of Work and Worship (9-p38)
- Driven From Drink (12-p40)
- A Forgotten Law to Aid Small Firms (2-p48)
- How the EEOC Is Reaching Out to Employers (8-p25)
- Negative On Affirmative Action Plan (9-p40)
- McNitt, Jim
- The Key to Choosing a Personal Computer (2-p41)
- Making Computers and People Compatible (3-p50)
- McWethy, Andrew J.
- The Many Roads to Venture Capital (9-p28)
- Mirkin, Gabe, M.D. and Mona M. Shargold, M.D.
- Cool Down the Right Way (5-p65)
- Let It Snow! (1-p74)
- Morris, James R.
- A Brake On Benefits (4-p84)
- Morrison, Julian
- The Quiet Success of Hispanic Businesses (7-p62)
- Nelson, Susan
- Learning to Work Overseas (3-p59)
- Nelton, Sharon
- Adapting to a New Era in Marketing Strategy (8-p18)
- The Birthplace of the Blues Is Reborn (3-p76)
- A Business of Her Own (11-p70)
- Businesses Made Out of Skin Cream (12-p59)
- The Consultants' Consultant (3-p78)
- Finding Room for the Intrapreneur (2-p50)
- Helping Employers Talk to Employees (8-p61)
- Incubators for Baby Businesses (11-p40)
- Lorraine Mecca's Story: She Saw an Opportunity and Took It (6-p28)
- Making His Fortune Again and Again (10-p47)
- Making the Moods That Make Money (9-p49)
- A Man With a Plan for Plant Layouts (9-p52)
- Molding Managers for the Tests of Tomorrow (4-p30)
- The People Who Take the Plunge (6-p22)
- A Setback Didn't Fence Him In (4-p59)
- Surviving Success in a New Business (12-p20)
- Teaching Employees to Be Healthier (7-p71)
- They Discipline the Urge to Grow (1-p72)
- They're "Decadent"--But Delicious (11-p60)
- O'Brien, Mark
- Better High Tech Through "Nontech" (3-p76)
- Message for Today's Investors: Diversify (8-p45)
- Oh, Tai Ki
- Selling to the Japanese (10-p36)
- Padwe, Gerald W., C.P.A.
- Beating the Calendar on Gains (9-p9)
- A Booby Trap for Exporters (10-p9)
- A Broader Corporate Tax Base? (8-p9)
- Children As Tax Shelters (1-p8)
- The Filing Deadline Approaches (4-p69)
- Limiting "Cafeteria" Policies (7-p9)
- Making Pension Plans Simple (3-p18)
- Sooner May Be Better Than Later (11-p9)
- Those Interest-Free Loans (5-p13)
- A Trust With a Different Thrust (12-p16)
- Watch Your Step On Depreciation (6-p16)
- When a Home Is a Shelter (2-p13)
- Pennington, Wayne
- How to Engineer Tough Decisions (11-p60)
- Raimondo, Janet
- Something Extra for Gifts and Cards (10-p49)
- Rodnick, Richard M.
- Getting the Right Price for Your Firm (3-p70)
- Root, Kathy
- Celebrating the Job Producers (5-p45)
- Congress' Itchy Trigger Finger (2-p12)
- Cutting Procurement Paper Work (3-p16)
- Kudos for a Tramp and a Motor Mouth (4-p44)
- U.S. Pension Time Bomb (1-p53)
- Rosch, Paul J., M.D.
- Coping With Stress On the Job (2-p65)
- Shakman, Farouk
- A New Look At Egyptian Exports (6-p70)
- Slovak, Patricia Costello
- Roadblocks to a Move (9-p40B)
- Spellman, James David
- Small Firms Are Big in Biotech (5-p76)
- Steben, Barry D.
- The Sogo Shosha Story: Trade Firms That Bridge the World (1-p42)
- Stewart, Richard E.
- The Lessons of Lloyd's (6-p59)
- Tane, Lance D. and Michael E. Treacy
- Benefits That Bend With Employees' Needs (4-p80)
- Troy, Leo
- Smaller Unions, More Jobs (11-p52N)
- Van Goethem, Larry
- Second Time Around in the Forests (8-p63)
- Wantuck, Mary-Margaret
- Accountants' Roles Are Multiplying (11-p56)
- Assault With a Plastic Weapon (5-p20)
- A Baker's Dozen? A Baker's Millions! (3-p77)
- The Board Room and the Pulpit (7-p34)
- The Business of Saving the Wild (2-p62)
- Can Your Employees Read This? (6-p34)
- The Coming Crunch in Housing Finance (1-p52)
- Converting Clients to Convertibles (4-p94)
- Drop By Drop, His Firm Won Worldwide Success (7-p42)
- Engineering That Serves Medicine (9-p49)
- Fight for Television's Viewing Audience (9-p33)
- For the winners: Freedom of Choice (10-p47)
- Hunting for the Bucks (10-p42)
- Little Is Plain About Acid Rain (11-p29)
- More Change in Banks (2-p28)
- A New Look in Financial Planning (4-p26)
- Partners: Business, Education (12-p45R)
- They Have Designs On Mainlanders (1-p70)
- The Venture Specialists (6-p40)
- Ward, Steven M., O.D.
- Making VDTs Easier On eyes (4-p73)
- Wardrop, Richard G.
- Curing Your Company's Health Care Headaches (1-p50)
- Wendell, Susan Douville
- The Champagne of Soft Drinks (4-p93)
- Fortunes Revived By a "New Toy" (5-p69)
- How ZIP Plus Four Can Deliver for You (1-p55)
- Whittemore, Meg
- The Great Franchise Boom (9-p20)
- Witmer, Scott
- Those Pesky Overdue Accounts (2-p38)
- Ylinen, Jerry
- How to Clean Up Unsightly Overhead (9-p51)
- Young, Leah R.
- Insuring Against Computer Failures (6-p54)
- Zachmann, William F.
- Choosing the Right System (9-p74)